



NEWS SUMMARY

GENERAL

Massive Palace security shake-up

A massive shake-up in Buckingham Palace security and all aspects of royal protection was announced in the Commons by Home Secretary William Whitelaw.

Car bomb clue

Police investigating the London bomb blasts in which nine men died say they have a full description of the man who parked the bomb car in Hyde Park.

U.S. defence cuts

U.S. House of Representatives voted to cut \$989m from next year's proposed military budget by ordering one Trident nuclear-armed submarine instead of two.

Party defectors

Twenty-seven of Spain's ruling UCD party left to join the new conservative Popular Democratic Party, but said they would support the government until the general election.

Moscow march

More than 300 Scandinavians in an official East-West peace march arrived at Moscow railway station, which was sealed off to police to keep locals away.

Cyprus coup files

Greek premier Papandreu promised to release government files on the 1974 coup in Cyprus and the subsequent Turkish invasion.

Editor sacked

George Githi, editor-in-chief of Kenya's Standard newspaper, was dismissed for writing an editorial criticising detention without trial in Kenya.

Parental ruling

A lesbian mother who went to live with a younger woman will be allowed to bring up her five-year-old daughter, the Appeal Court ruled.

Boys detained

Two Birmingham boys, who said they set fire to their school so they could skip the first lesson, were sent to a detention centre for three months by the city's juvenile panel.

Cocaine death

James Honeyman-Scott, lead guitarist of The Pretenders, died from cocaine intolerance, a misdiagnosed condition, was recorded by the Westminster coroner.

Time out

Martin Foran, who has been on the roof of Nottingham prison for the past seven weeks protesting his innocence, came down yesterday. His case is not being reopened.

Briefly...

Princess Margaret is confined to bed with gastric flu. Kinder Mountain, highest in the Peak National Park, is for sale. Amazon Basin prospector sold a 16-lb gold nugget to Brazil for \$51,000. Shaftesbury Theatre, London, is for sale. Offers around £1m are sought. Page 17

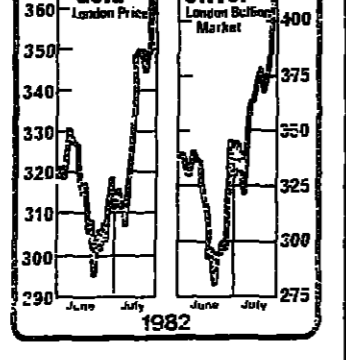
BUSINESS

Dollar falls; gilts off 0.15

DOLLAR fell to Y252.6 (Y253.6), DM 2.4275 (DM 2.451) and SwFr 2.0375 (SwFr 2.0535). Its trade-weighted index dropped to 119.5 (120.2). Page 36

STERLING rose 1.5 cents to \$1.7555, its best closing for a month, and to Ffr 11.885 (Ffr 11.865), but fell to Dm 2.4275 (Dm 2.451) and SwFr 2.0375 (SwFr 2.0535). Its trade-weighted index rose to 91.2 (91.1). Page 36

GOLD rose in London on the fall in U.S. interest rates. The bullion price closed \$16 up at \$396 an ounce and the August position closed \$135 up at \$376.



2209.7. Silver followed gold, with the morning spot price fixed \$5.35 up at \$48.55p an ounce. In New York the Comex July close was \$355.4 (\$359.3). Page 24

GILTS eased on news of \$200m Treasury funding through Treasury and Economic issues. The Government Securities index closed off 0.15 at 72.21. Page 35

EQUITIES slipped, partly on lack of investor interest. The FT 30-share index closed 3 off at 373.2. The Industrial Group index closed at a record \$40.09, up 0.33. Page 35

U.S. ECONOMY grew in the second quarter for the first time since last autumn. Gross national product rose at an annual rate of 1.7 per cent. Page 4

CANADA said it wants to negotiate participation in the European Airbus. Page 7

NORTHERN IRELAND industry revival is expected to urge low corporation tax to attract more jobs. Page 7

PAKISTAN is to invite for the first time international bids to explore for oil on 11 blocks onshore. Page 3

IBM, of the U.S., and Mitel, of Canada, plan to develop office systems using Mitel's digital private telephone exchange. Page 6

CONTINENTAL ILLINOIS, U.S. bank, announced a \$81m (\$33m) second-quarter loss, mainly because of dealings with the collapsed Penn Square Bank. Page 6

MERCANTILE HOUSE, broker reported pre-tax profits of \$14.4m (£7.35m) for the year ended April 30. Page 20; Lex, Back Page

GESTEINER, reprographic equipment manufacturer, lifted pre-tax profits 11 per cent to £4.65m (£4.19m) in the 26 weeks to May 1. Page 21; Lex, Back Page

BRITISH LAND, property investor and developer, showed taxable profit of £6.23m (£4.78m) for the year to March 31. Page 20; Lex, Back Page

PAN AM, the U.S. airline, reduced its net deficit for the second quarter from \$112m to \$96.2m (£32m). Page 2

Poland relaxes martial law but postpones Pope's visit

GENERAL Wojciech Jaruzelski, Poland's military leader, announced the easing of a number of martial law restrictions, including the release of most internees, in a major speech to parliament yesterday, writes Christopher Bobinski in Warsaw.

It was also announced yesterday that the Pope's visit to Poland, originally expected next month but subject to a lot of uncertainty in recent weeks, was now definitely off, though a visit was possible next year, probably in May.

The authorities would ease restrictions earlier, said Gen Jaruzelski, if it had not been for the "activities of enemies at home and abroad, especially the actions of the Washington administration."

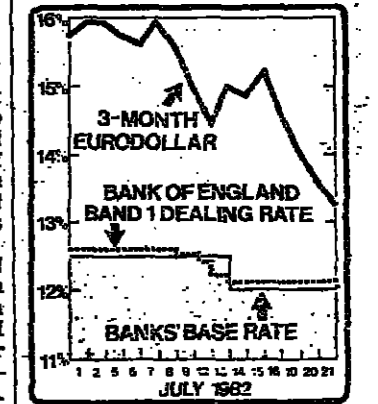
The authorities would ease restrictions earlier, said Gen Jaruzelski, if it had not been for the "activities of enemies at home and abroad, especially the actions of the Washington administration."

will be unhappy about this, the Polish church now recognised that more religious and political benefits can be gained from a visit next year than from one next month.

Bank move lifts hope for base rate cuts

By Our Banking Correspondent

EURODOLLAR interest rates continued to fall sharply yesterday and the Bank of England again dropped its money market intervention rate, adding to speculation that the UK clearing banks may soon make a further cut in their base rates.



their weakness in the dollar on foreign exchange markets. Meanwhile, the gold price jumped by \$16 to \$366 in London—its highest level since late February.

The UK money markets continued to be dominated by heavy shortages, but this did not prevent the Bank of England from cutting its intervention rates by between 1/4 and 1/2 of a percentage point.

Although the Bank appeared to be following UK money market rates downwards, the fact that it was prepared to cut the rate at which it buys bills of up to 14 days from the discount houses (Bank of England bills), which have a strong influence on short-term money rates, was taken as an indication that it would not be unhappy to see a further cut in bank base rates.

While the money markets remained bullish about further cuts in UK interest rates, the

Continued on Back Page

Economic indices fall, Page 6 Money Markets, Page 36

£ in New York July 20 Previous

Private capital plan for British airports

By MICHAEL DONNE, AEROSPACE CORRESPONDENT

A PLAN to inject between £50m and £100m of private capital into the British Airports Authority, which operates seven of Britain's major airports including Heathrow and Gatwick, is expected to be announced by the Government next week.

Details of the private capital injection were worked out over recent weeks in discussions between the Government and the authority, under the aegis of Mr John Spaul, Parliamentary Under-Secretary for Trade.

The authority has been consistently profitable in its 16-year life. Its record operating profit for the year to March 31, announced yesterday by Mr Norman Payne, the chairman, was £28.9m, £2.9m up from the previous year's £26m.

This includes the cost of completing Terminal Four at Heathrow (now under way and costing £174m), that of Terminal Two at Gatwick (yet to be sanctioned by the Government but estimated at £151.5m) and the possible privatisation of Stansted (£200m) on still the subject of a government public planning inquiry.

The rest of the cash needed is likely to be generated from the authority's internal resources.

Mr Payne said yesterday that in the year air-traffic handled at the authority's seven airports (Heathrow, Gatwick, Stansted, Glasgow, Prestwick, Aberdeen and Edinburgh) rose by 1 per cent to 43.7m passengers, demonstrating the underlying strength of the air transport industry in a time of recession.

IBH to purchase Babcock subsidiaries

By KEVIN DONE IN FRANKFURT AND IAN PODER IN LONDON

BARCOCK INTERNATIONAL, the engineering group, is selling its construction equipment businesses to a 41 per cent owned associate of IBH Wood.

Each of the founder and chief executives, with 49 per cent.

The subsidiaries being sold suffered trading losses of £100,000 last year and interest charges of £2.8m. Losses are increasing this year because of a major rationalisation programme.

Mr Knightley said the group felt it had a better chance of realising its investment in this sale in IBH rather than remaining independent.

IBH announced yesterday that two of its existing shareholders, General Motors of the U.S. and Dalloya of Luxembourg, of Saugy, are to be sold, leaving a further DM 450m in the company, raising their stakes to 19.64 per cent each.

The other major shareholders are Powell Duffryn, with 19.2 per cent and Herr Hans Dwyer



Sir Maxwell Joseph: "I have done more than my stint."

Joseph to leave Grand Met. chair

By Charles Batchelor

SIR MAXWELL JOSEPH, 72, announced yesterday that he would step down next March as chairman of Grand Metropolitan, the hotels, brewing and leisure group, bringing to an end one of the most colourful business careers the City has seen.

"I think I have done more than my stint," Sir Maxwell said. "It is time to leave it to someone else. Now I can please myself as to when I want to take my holidays."

In the 25 years he has spent building his hotel empire, Sir Maxwell has rarely been out of the limelight.

His controversial business decisions, such as his lightning decision to buy Watney Mann, the brewer, in 1971, and his private life, have kept him in the public eye.

He will be succeeded as chairman of Grand Met by Mr Stanley Grinstead, 57, at present group managing director and deputy chairman. Sir Maxwell will remain chairman of the subsidiaries.

Continued on Back Page Men and Matters Page 18

CHIEF PRICE CHANGES YESTERDAY

Table with columns for RISES and FALLS, listing various commodities and their price changes.

CONTENTS

Table of contents listing various articles and their page numbers, including 'The IRA bombings: why the heat is on again', 'Technology: conundrums of renewable energy', etc.

Advertisement for Fuller Peiser Chartered Surveyors, featuring a large image of a surveyor's equipment and the text 'All in the day's work for FULLER PEISER Chartered Surveyors'.

EUROPEAN NEWS

Solidarity's leaders prepare to take stock of Jaruzelski's union promises

BY CHRISTOPHER BOBINSKI IN WARSAW

THE LEADERS of Solidarity's clandestine movement and their advisers will meet soon to decide where they go next following yesterday's offers from General Wojciech Jaruzelski, the military ruler, and Mr Mieczyslaw Rakowski, the Deputy Premier, of some form of agreement on the future of trade unions.

It is conceivable that Mr Lech Walesa, the Solidarity leader interned since December 13, might be persuaded to take part and it seems likely that the moderate wing of the establishment would be happy to see him there.

The initiative could well win the discreet backing of the Polish Church. The question for the authorities is to what extent they will manage to engineer a split between the moderates and the radicals in the underground and coax the moderates on to the committee.

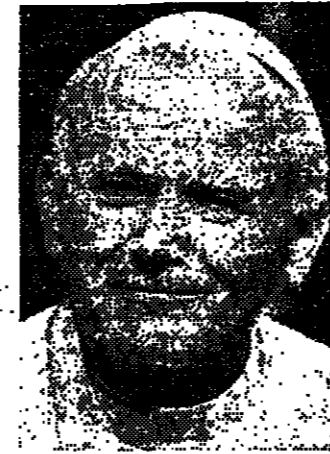
It is clear from his speech that the authorities are sticking to their conception of a branch structure for the unions and not the regional structure that Solidarity was organised under. The authorities would insist on inbuilt safeguards for themselves in the unions. This could make nonsense of the independent and self-governing clause for the unions that Gen Jaruzelski is committed to.

Pope's visit postponed 'until calm returns'

BY JAMES BUXTON IN ROME

THE POPE'S decision to postpone until next year his visit to Poland, was announced in Rome yesterday by Archbishop Jozef Glemp, the Polish primate, following talks with Mr Jozef Czerwinski, the Polish Foreign Minister.

He was apparently reflecting the Polish Government's view that the country was still too unsettled. The purpose of the Pope's visit, which would have been his second, was to attend the celebrations of the 600th anniversary of the Black Madonna of Czestochowa, which begins at the end of August.



The Pope (right)

Sacrifice of a Polish liberal

BY CHRISTOPHER BOBINSKI IN WARSAW

THE DEMOTION of Mr Andrzej Werbian from the Deputy Chairmanship of the Polish Parliament, one of yesterday's changes in the Polish leadership, denotes the eclipse of one of the more interesting figures active in Polish politics over the past two years.

for democratic change. His views, expressed in public, won him the sympathy of party conservatives and perhaps more important, the suspicion of Moscow. It could well be that Soviet hostility to his "divisionist" view finally decided that he would have to leave public office.

French Cabinet cuts social security

BY DAVID HOUSEGO IN PARIS

CUTS OF FFf 10bn (£833m) in social security spending for this year were approved by the French Cabinet yesterday. The cuts are in line with the Government's attempts to tighten its grip on expenditure and reduce budget deficits.

Women take peace 'march' to Moscow

By Anthony Robinson in Moscow

MORE THAN 300 Scandinavian women taking part in an officially-sponsored East-West peace "march" arrived in Moscow last night on the train which the Soviet authorities have laid on for them.

Denmark blocks progress on EEC fisheries policy

BY LARRY KLINGER IN BRUSSELS

DENMARK yesterday continued to block progress towards establishing an EEC common fisheries policy, placing itself in the embarrassing and vulnerable position of being pitted against its nine European Community partners.

The Fisheries Ministers will not meet again until September 21, leaving only three months before their year-end deadline. Mr Walker suggested that the issue might have to be referred to the European heads of government meeting in the first week of December.

Uncertainty surrounds leadership of Air France

BY DAVID MARSH IN PARIS

UNCERTAINTY last night surrounded the leadership of Air France, the French state-owned airline, following reports that M Gilbert Perot, its director-general, would tender his resignation at a special board meeting today.

European Commission counts cost of 'crisis cartels'

BY GILES MERRITT IN BRUSSELS

THE RULE BOOK is crystal clear. Section One of Chapter One of the Rome Treaty's Rules of Competition lists high among its prohibitions all agreements between undertakings that limit or control production.

Spanish UCD members form Conservative Party

BY DAVID MARSH IN MADRID

MADRID — Twenty-seven prominent members of Spain's ruling Union of the Democratic Centre (UCD) party said last night they were forming a new Conservative Party.

Dutch set aside their reluctance and head for a general election

BY WALTER ELLIS IN AMSTERDAM

THE DUTCH general election campaign is at last officially underway, leading to polling day on September 8.

Bulgaria replaces chief economic strategist

BY DAVID BUCHAN

MR STANISH BONEV, a Deputy Prime Minister, has been appointed as Bulgaria's chief economic planner, in a move apparently linked to economic reforms introduced earlier this year.

Women take peace 'march' to Moscow

By Anthony Robinson in Moscow

MORE THAN 300 Scandinavian women taking part in an officially-sponsored East-West peace "march" arrived in Moscow last night on the train which the Soviet authorities have laid on for them.

European Commission counts cost of 'crisis cartels'

BY GILES MERRITT IN BRUSSELS

THE RULE BOOK is crystal clear. Section One of Chapter One of the Rome Treaty's Rules of Competition lists high among its prohibitions all agreements between undertakings that limit or control production.

Spanish UCD members form Conservative Party

BY DAVID MARSH IN MADRID

MADRID — Twenty-seven prominent members of Spain's ruling Union of the Democratic Centre (UCD) party said last night they were forming a new Conservative Party.



Bulgaria replaces chief economic strategist

BY DAVID BUCHAN

MR STANISH BONEV, a Deputy Prime Minister, has been appointed as Bulgaria's chief economic planner, in a move apparently linked to economic reforms introduced earlier this year.

Dutch set aside their reluctance and head for a general election

BY WALTER ELLIS IN AMSTERDAM

THE DUTCH general election campaign is at last officially underway, leading to polling day on September 8.

Spanish UCD members form Conservative Party

BY DAVID MARSH IN MADRID

MADRID — Twenty-seven prominent members of Spain's ruling Union of the Democratic Centre (UCD) party said last night they were forming a new Conservative Party.

Dutch set aside their reluctance and head for a general election

BY WALTER ELLIS IN AMSTERDAM

THE DUTCH general election campaign is at last officially underway, leading to polling day on September 8.

OVERSEAS NEWS

'High death toll' in Iraqi bombing of Iranian cities

BY JAMES DOSEY IN KUWAIT

IRAQI fighters bombed Iran's key cities in the southern Khuzestan province yesterday while Iranian fighter-bombers blasted oil installations in Baghdad, causing heavy damage, the Iranians said yesterday.

A spokesman for the Khuzestan Governor-General's office said 120 people were killed or wounded in Ahwaz, the provincial capital, yesterday when an Iraqi aircraft bombed a shopping centre in the heart of the city.

Further north, residential areas of Dezful came under heavy Iraqi aerial bombardment which killed or wounded 50 civilians, Tehran radio, quoting a military communiqué, said Iranian fighters "bombed large sections of Iraqi oil installations in Baghdad and caused heavy damage."

The military communiqué said fighting was continuing between Iranian and Iraqi forces in southern Iraq with Iranians holding the upper hand and inflicting heavy military equipment losses on Iraq.

The radio said two Iraqi helicopters were brought down when they tried to bomb Iranian concentrations east of the Iraqi port of Basra. It said 850 Iraqi prisoners of war captured during the operation which began on July 13, arrived in Tehran and were

received by residents shouting "Death to America." Iran and members of the Syrian-backed Iraqi Opposition say Iraqi military personnel captured by Iran during the 22 months of fighting in the Gulf war have established a military force. The force is said to have participated in the fighting along the Iran-Iraqi border and will possibly be thrown into the battle now raging on Iraqi territory.

Since the beginning of the war Iran has taken an estimated 40,000 Iraqi prisoners, according to officials of the International Red Cross. One quarter of all Iraqi prisoners of war have been organised in the new "Army of Revenge" established under Iranian auspices, the Opposition members said.

Diplomats, Opposition members and Iranian officials say thousands of Iraqi troops have fled into Iranian captivity.

Many of these deserters, who are believed to be Shia Muslims, are said to have chosen to surrender to Iran after President Saddam Hussein of Iraq ordered the shooting of anyone fleeing the battle in May for the Iranian town of Shush.

The "Army of Revenge" has not yet taken part in the Iranian invasion of Iraq, according to Opposition members but has participated in the fighting near the Iranian city of Dan and in Marivan on the Iran-Iraq border.



Deng Xiaoping... may not support agreement

U.S. 'close to agreeing' over arms for Taiwan

By Alain Cass, Asia Editor in Washington

THE UNITED STATES appears to be on the verge of a breakthrough in talks with China over arms sales to Taiwan. According to U.S. officials, the basic principles of an agreement have been settled.

China has repeatedly threatened to downgrade diplomatic relations with the U.S. if the Administration of President Ronald Reagan continues to sell arms to Taiwan which Peking claims infringes its sovereignty over the island.

The American optimism, which comes after months of intensive negotiations, is based on the latest reply to Administration proposals approved 10 days ago by President Reagan. According to U.S. officials these show a distinct softening in China's previous insistence that the U.S. set a firm date by which arms sales to Taiwan would end.

China now apparently accepts that President Reagan cannot agree to this, partly because of strong feelings in Congress that the U.S. should not abandon Taiwan.

Officials also stress that the Taiwan Relations Act of 1979, passed shortly after former President Jimmy Carter normalised relations with the People's Republic, obliges the U.S. to provide Taiwan with "defence articles and defence services" to allow it to defend itself adequately.

The formula now under discussion between Mr Arthur W. Hummel, U.S. ambassador in Peking, and Chinese officials is understood to hint at the eventual ending of arms sales to Taiwan but seeks to link such a move to the "peaceful unification" of the island to mainland China.

The last important hurdle to an agreement is China's objection to linking the end of arm sales to unification, a Peking position which would direct interference in its internal affairs since it considers Taiwan to be part of China.

China's hardline stand on the issue over the past few months was partly a result, officials believe, of differences within the Chinese leadership about the pace of the development of China's relations with the U.S. There is still a question over whether Deng Xiaoping, the Chinese leader, will feel able to agree to such a compromise.

Xenophobic Chinese fear West

Ideology v pragmatism

—Tony Walker in

Peking gives his impressions of the ideological struggle in

China between maintaining traditional

isolation from the West and pursuing much-

needed foreign

investment in its open-

door policy

LIKE A man with a bad attack of indigestion, China is finding that its new "open door" policy is creating severe discomfort, and the Chinese authorities appear to be in some turmoil about how best to handle the condition.

An intense debate has been in progress within the Chinese leadership about what degree of access foreign businessmen should be given to China, how much freedom should be allowed foreign scholars to conduct their research here and how much contact should be permitted between foreigners and ordinary Chinese.

The Chinese have reached a critical point in their bid to attract Western capital and, more particularly, direct investment in China. They have established a policy and appear committed to it, though the signs are often contradictory. Now they must persuade foreign businessmen that the policy will remain in place and, perhaps more important, will be implemented equitably as between local enterprises and those in which foreigners are involved.

This will require a more sensitive approach on the part of the Chinese than has been evident thus far. China, in its egocentric fashion, had assumed wrongly that all it would have to do was to invite foreign businessmen to invest in China, construct a basic legal framework in which the investor could work and, hey presto, capital would start flooding in.

This has not happened. The sluggish Chinese bureaucracy, the world recession and the abrupt cancellation in 1980 of contracts entered into with Japanese, West German and U.S. companies, are all factors that have contributed to the lukewarm Western business response to China's calls for direct investment. The total supplied or promised since 1979 has reached only £1.5bn.

At the heart of China's problems in dealings with the West is a deep-rooted suspicion of

foreigners and foreign influence. This xenophobia, if unchecked, could wreck China's open-door policy. It is ironic that, at the very time China is attempting to persuade Western capitalists to invest here, it is railing against "noxious" and "corrosive" Western capitalist influences.

"At present we are faced with a fierce struggle between the corrosive influence of capitalist ideas and the resistance of socialist ideas to this influence."

In view of the overheated condemnation of Western influence by China's propaganda apparatus, it is not surprising that officials in central ministries and in the provinces charged with implementing the open-door policy are extremely cautious in their dealings with foreign businessmen.

The barrage of propaganda against corruption may or may not be justified by actual circumstances, but businessmen are finding that provincial level officials are being scared off by the campaign.

Corruption is not something new in China. It is as old as Chinese civilisation itself. And

yet Peking these days often seems to be suggesting that it is an evil invented by the West. Red Flag commented recently: "On the economic front, phenomena such as smuggling, selling contracts, offering and accepting bribes, corruption, theft, speculation, swindling and appropriating large quantities of state property are not isolated or accidental occurrences. They are outstanding expressions of bourgeois liberalisation under new historical conditions—that is at a time when an open-door policy and a policy to enliven the domestic economy are being implemented."

Is it any wonder that lower level officials sometimes appear confused about the degree of commitment at the centre to genuine and productive contacts with the outside world? If there is one thing that these officials have learned over the years it is to sniff carefully the political breezes coming from Peking and set their sails accordingly. They will not have overlooked recent conflicting signals.

The pragmatists in Peking appear to have won, for the time being, the argument that it is desirable to involve Western business to a significant degree in China's affairs, but there are clearly those in the leadership who disagree and wish to see less rather than more outside involvement in the drive for modernisation.

That is almost certainly why in recent months publications like People's Daily, the Party newspaper, which reflects the views of the moderates in the leadership, have been beating the foreign investment drum with such vigour. The message from these publications about the need to involve foreign investors in China's economic development is aimed as much at an internal Chinese audience as it is at sceptical investors themselves.

Ideas of struggling in isolation and refusing to have contacts with foreign capitalists are wrong." People's Daily said in a recent front-page commentary. "But in contacts with foreign capitalists, any neglect or abandonment of the necessary struggle against corrupt ideas also is wrong."

People's Daily said China faced a "very arduous, complicated task" of understanding the "strategic significance" of the open door policy, while "promptly discovering and overcoming various sorts of negative phenomena that seriously harm our cause, first and foremost negative phenomena within the Party and especially among Party officials."

The problem for the Chinese, and one they seem far from coming to grips with, is that they cannot have foreign business involvement in their development plans without the presence here of foreign personnel. Many officials appear unable to accept the fact that the open-door policy will inevitably increase the range and frequency of contacts between Westerners and ordinary Chinese.

It would be a pity if sensible policies, much-needed if China is to bridge the technology gap caused by its decades of isolation from the outside world, founder because of traditional Chinese enmity towards and suspicion of foreigners. As an historical point, it is interesting to note that today's Communist rulers behave in much the same way as did their Imperial predecessors when it comes to dealing with foreigners.

Thus we have the creation of special compounds in which foreigners live, special zones in which they are allowed to invest, special shops they can visit, special hotels in which they can stay, special people they are authorised to deal with and so on. This campaign of encirclement may be justified in a number of respects in a society not used to dealing with outsiders, but to administer it inflexibly as is the case in China would seem to run counter to the spirit of the so-called open-door policy.

Egypt calls for talks with Israel on border dispute

BY CHARLES RICHARDS IN CAIRO

EGYPT has called for the resumption of talks with Israel to settle a dispute over the demarcation of their border at several points in the Sinai.

The dispute centres on a tiny coastal strip at Tabal, south of Eilat, which both sides claim. At one point the dispute threatened to delay Israel's final withdrawal from Sinai on April 25 and talks aimed at resolving it carried on even after Egyptian sovereignty was restored to the peninsula. At present a small detachment of the multinational peace-keeping force is patrolling the area.

The Egyptian Foreign Minister, Mr Kamal Hassan Ali has sent a message to his Israeli counterpart, Mr Yitzhak Shamir, calling for the talks to resume. Since direct negotiations have apparently failed, he suggests both sides should resort to conciliation or, if needs be, arbitration as stipulated in the peace treaty. A Foreign Ministry official has suggested the talks should start in Alexandria next month.

The timing of Egypt's call is interesting. Although there is a total freeze on all other negotiations with Israel because of its invasion of Lebanon, Egypt is prepared to talk about things in which it has a direct interest. The Israelis, however, are likely to assume that Egypt just wants to extend its sovereignty



Mr Kamal Hassan Ali, message to his Israeli counterpart over Tabal talks.

over Tabal before breaking off relations.

If Egypt does succeed in gaining Tabal—and most observers feel they have a strong claim to it—then it may show other Arab countries that there are some benefits to direct negotiations with Israel. Egyptian officials however have said publicly that Israel's invasion of Lebanon indicates that Israel has no desire to settle disputes by peaceful means.

The Alternative Approach to Banking

LISTENING IS ONE THING. HEARING IS QUITE ANOTHER.

A lot of people claim to be good listeners, while at the same time contriving to be deaf to things they don't wish to know, or don't understand.

But hearing is another matter. If you hear what someone is saying, that implies it has sunk in. 'I hear you' people say, meaning they've got the message.

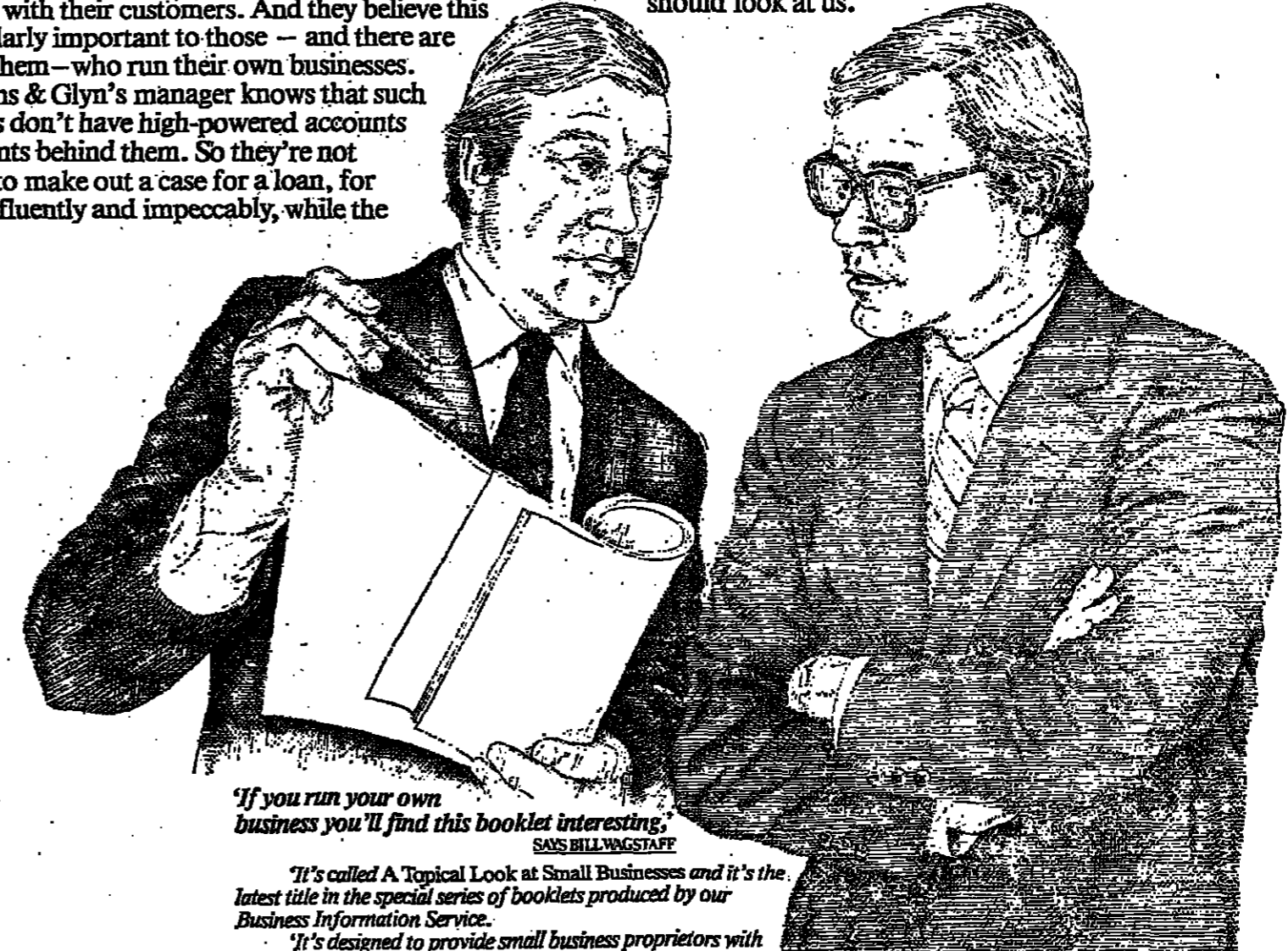
It's all very relevant when you're having a dialogue with your bank manager. A dialogue—not a monologue, with one doing all the talking and the other all the listening. Problems are seldom properly solved if they're not properly discussed.

At Williams & Glyn's our managers believe in having dialogues with their customers. And they believe this is particularly important to those—and there are many of them—who run their own businesses. A Williams & Glyn's manager knows that such customers don't have high-powered accounts departments behind them. So they're not expected to make out a case for a loan, for example, fluently and impeccably, while the

manager sits back and listens in open-mouthed admiration, convinced first go. No. Our managers know that putting a case together for a loan, even though it's a sound one, is far from easy. So they're always ready to offer advice, to see if a proposition can be knocked into shape, and to search for reasons why they can lend rather than reasons why they can't.

The way we look at it, the relationship between a bank manager and a customer should be that of a partnership trying to find a solution, not two antagonists fighting over unnecessary problems.

If that's the way you look at it too, perhaps you should look at us.



"If you run your own business you'll find this booklet interesting."
SAYS BILLINGSTAFF

"It's called A Topical Look at Small Businesses and it's the latest title in the special series of booklets produced by our Business Information Service."

"It's designed to provide small business proprietors with ideas on how to become more efficient, maximise profits and reduce tax liabilities, and includes useful information about Government schemes, enterprise zones, counselling organizations and special bank facilities, together with general advice on the day-to-day running of a business."

FOR A FREE COPY CALL IN AT ANY WILLIAMS & GLYN'S BRANCH, OR SIMPLY POST THE FREEPOST COUPON BELOW.

NO STAMP REQUIRED
Post to Williams & Glyn's Bank plc Dept. BIS
FREEPOST LONDON SE1 7BR.

Please send me your free booklet
A Topical Look at Small Businesses

NAME _____
TITLE _____
COMPANY _____
ADDRESS _____

BS145

BSN

BSN-GERVAIS DANONE

The first French group in the Food sector

	In millions of Fr.Frs.	
	1980	1981
BEVERAGES		
— Turnover	4,550	5,467
— Net profit	141	155
The Beverages Division has increased, again this year, its efforts of penetration abroad. The good results of foreign breweries (Mahou in Spain, Aiken in Belgium, in particular) and the exports growth of Kronenbourg are there to show it.		
DAIRY PRODUCTS		
— Turnover	4,588	5,749
— Net profit	36	55
In 1981, the Dairy Products Division has strengthened its international dimension through the growth of the Japanese subsidiary Ajinomoto-Danone and the purchase of the American company Danone, leader of the American market of yoghurt. Today, BSN is the world's first producer of Dairy Products.		
DRY GROCERIES		
— Turnover	2,812	3,505
— Net profit	67	109
In 1981, this Division has registered a strong increase of profits. The purchase in May 1982 of the Liebig companies in France, Benelux and in Italy, is a first step towards the international expansion of the Division.		
CONTAINER SECTOR		
— Turnover	3,213	3,639
— Net profit	87	79
With 3.3 billion bottles sold in 1981, the Group maintained its position as the first European producer of bottles.		
FLAT GLASS SECTOR		
— Turnover	3,964	1,930
— Net profit	18	6
Following the sale of 51% of the French Company Boussois, in April 1982, the Group has completed the withdrawal process of the main activities of its Flat Glass Sector, decided in 1979.		
CONSOLIDATED FIGURES IN 1981		
	In millions of Fr.Frs.	
— Turnover excluding taxes	19,256	
— Net result of the Group	1,550	
— Funds provided from operations	1,530	
— Investments	1,198	

Name: _____
Address: _____

wishes to receive the 1981 Annual Report: _____ (number of copies)

Please send to: BSN-GERVAIS DANONE
Relations Extérieures
7, rue de Téhéran
75381 - PARIS CEDEX 08 - FRANCE

A member of The Royal Bank of Scotland Group and one of the Inter-Alpha Group of Banks.

AMERICAN NEWS

U.S. army 'seeks free hand over N-weapons'

U.S. ARMY officials have told Congress they want to be able to use nuclear weapons in a European war without presidential approval in advance, AP reports from Washington.

Canada imposes price rise ceiling

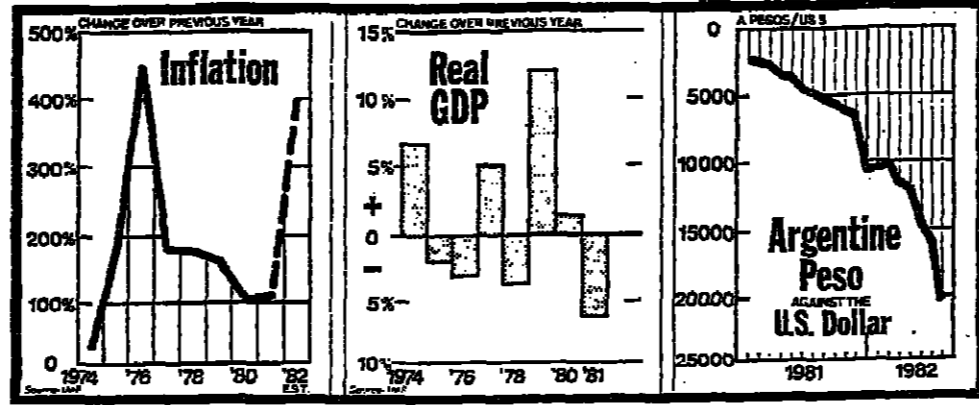
CANADA'S Government has established a five-member Cabinet sub-committee whose approval will be required for any price increases under federal jurisdiction—such as transport, communications and banking—which exceed 6 per cent.

Bid to modify AT&T settlement abandoned

American Telephone and Telegraph (AT&T) has a major political victory in Washington yesterday when a Democrat Congressman abandoned his attempt to change the proposed anti-trust settlement between the telephone company and the U.S. Justice department, Paul Betts writes from New York.

Jimmy Burns in Buenos Aires assesses the monumental task facing the new Minister Argentina's economy inspires little faith

IN HIS address to his war-scarred country, soon after taking office earlier this month, Sr Jose Maria Pastore, the Economy Minister, warned: "The situation is very grave. The Argentine economy is in a state of unprecedented collapse, which can only really be classified as a national emergency."



In sheer budgetary terms, the cost of the war was probably less than was at first suspected. Most of the equipment used against the British had been bought three years previously in preparation for a war with Chile.



Sr Pastore... condemnation of free market policies since 1976.

Much of the overall cost of the campaign—estimated within the first two weeks of the invasion at over \$500m—is believed to have been covered by existing military budgets and voluntary contributions of cash and goods part of the Patriotic Fund.

The war did, however, effectively undermine a cohesive economic programme, severely delaying the much overdue solutions to the crisis. Sr Pastore has announced a bold plan aimed at reactivating the economy through boosting exports and domestic consumption.

Government's financial reforms. These have short-circuited what had become the Argentine saver's most common hedge against inflation: short-term deposits.

By lowering interest rates, the Government is hoping to restore some stability to the financial system. It also wants to help out Argentina's debt-ridden industry. The scramble for depositors since rates were freed in 1977 has occurred simultaneously with the application of exorbitant rates on credit.

Expectations of runaway inflation produced scenes verging on financial hysteria in Buenos Aires last week. "It's infernal," commented one local banker as he watched clients withdraw their deposits, and leave him because of a full centralisation of critical day.

On July 6, Sr Pastore announced a 21 per cent devaluation of the peso but, while the official commercial dollars rate was maintained at around 20,000 pesos, for most of the week by the central bank, last Friday saw the black market changing dollars at over 50,000. This is in stark contrast to the quotation of 2,000 to the dollar at the beginning of last year.

An equally dramatic reaction to Sr Pastore's economic announcements came in a devalued assault on the Buenos Aires stock exchange—pesos 28 trillion-worth of shares changing hands on Thursday alone. The next day the Bank of London and South America (BOLSA) announced that it was suspending all operations for the day because of a large backlog of unliquidated orders in the hands of brokers.

U.S. economy grows by 1.7% after six months in decline

THE U.S. economy began to grow again in the second quarter of this year after six months in steep decline, the Commerce Department said yesterday. Preliminary GNP figures showed real growth at an annual rate of 1.7 per cent in the three months from April to June.

Although this is higher than the department's informal estimate of 0.6 per cent growth issued last month, it does not indicate any real improvement in economic performance. The gain was due primarily to a reduction in the rate of de-stocking by industry, rather than to any rise in demand, official statisticians noted.

Final sales fell at an annual rate of 0.6 per cent in the quarter. But the reduction in business inventories was only \$6.9bn, compared with \$15.4bn in the first quarter.

Economic decline over the previous two quarters appears to have been even worse than originally estimated. The department's provisional estimate of fall in GNP has been increased from 4.5 per cent to 5.3 per cent for the last quarter of 1981 and from 3.7 per cent to 5.1 per cent for the first quarter of this year.

Mobil reverses decision to drop Libyan interests

MOBIL, the second largest U.S. oil company, has withdrawn its notice of surrender of oil exploration and production interests in Libya, reversing its earlier decision to pull out of the North African country by the middle of this month, have been notified by the Libyan authorities it was planning to relinquish its interest on July 13 because it could not reach "acceptable terms" with Tripoli.

The company has declined to say whether the decision to withdraw its notice of surrender implies it has changed its mind and is now planning to maintain operations in Libya. It is thought Mobil has contemplated selling its Libyan interests to a Philippine group. Mobil has been in Libya since 1955 and currently has a 32 per cent interest in an oil concession which includes Veba West Germany and the Libya government.

WORLD TRADE NEWS

EEC set for fresh talks with U.S. on steel row

BY GILES MERRITT IN BRUSSELS

EEC Governments and European Commission officials last night were putting the finishing touches to the package of bilateral steel export deals that Britain, France, Italy, Belgium and Luxembourg are to offer the U.S. as a solution to the transatlantic steel dispute.

The precise terms of the package, which will consist of proposed voluntary cutbacks on exports by steelmakers in those five EEC states, are to be communicated to Washington overnight.

Although the settlement now being sought by the EEC is an alternative to the global EEC-U.S. steel deal abandoned by Brussels last weekend, it is still far from certain that the Community's new offer will end the row over allegedly subsidised EEC steel exports to the U.S.

The EEC's eleventh-hour compromise is effectively a climb-down in that it proposes bilateral arrangements for those five member states that would involve steel export restraints that would be equivalent to the scale of the preliminary countervailing duties imposed by the U.S. in advance of either subsidy levels or material injury being legally established.

Poland boosts coal exports

BY CHRISTOPHER BOBINSKI IN WARSAW

INCREASED OUTPUT by Poland's miners has led to a sharp rise so far this year in the country's coal exports.

Sales to foreign countries in the first half of the year rose 39 per cent, the Polish coal exporting enterprise, Weglokok, reports. Total coal exports up to the end of June stood at 11.7m tonnes, compared with 8.5m tonnes for the same period last year.

The latest figures indicate that the Polish coal industry is showing positive signs of recovery after the disruption of production as a result of the political crisis in recent years.

Canada bank in £47m Brazil loan

BY OUR WORLD TRADE STAFF

A GROUP of international banks, including the National Bank of Canada, is leading a consortium of institutions in providing a U.S.\$80m (£47m) loan to Brazil's national railway to support the purchase of spare parts, components and other equipment from a Canadian corporation.

Exports to the West for the first six months grew 24 per cent to 6m tonnes. Exports to the Comcon nations rose by 59 per cent to 5.7m tonnes in the six-month period.

Poland's exports of coking coal in the first half reached 3.1m tonnes compared to 1.9m tonnes in the same period last year, a rise of 63 per cent.

Steel coal sales reached 8.6m tonnes compared with 6.5m tonnes in the first half of 1981, a growth of 39 per cent.

At the start of the year-and-a-half-long U.S. investigation, Mitsui admitted to the Japanese Ministry of International Trade and Industry (MITI) that its own investigation revealed technical errors in pricing of steel imports under question.

MITI does not consider Mitsui's actions to have been intended to skirt the trigger price mechanism, and knew well in advance that the U.S. District Court in Northern California was to hand down its indictment this week.

A Mitsui official in Tokyo said the company regrets that the behaviour of any of its employees has been questioned. Mitsui's main concern now is to resolve the case as quickly as possible.

The trigger price mechanism on steel imports has been suspended since 1980 and again this year, after investigations into whether European steel makers have dumped steel in the U.S. market.

Japanese steel makers have not been involved in either investigation.

Mitsui 'wants to settle out of court'

By Richard Hanson in Tokyo

MITSUMI and Co., Japan's second largest general trader, said yesterday it hopes to reach a prompt, out of court, settlement of charges that three employees of its U.S. subsidiary allegedly copied to import steel at unfair prices in the late 1970s and early 1980s.

Mitsui and Co. (U.S.A.), a 100 per cent-owned subsidiary, has become the third Japanese company to be indicted in U.S. courts recently following separate, and more serious charges against employees of the electronics companies, Hitachi and Mitsubishi Electric in the IBM computer secrets case.

The indictment against Mitsui, returned on Tuesday by a U.S. Federal Grand Jury in San Francisco, alleges that Mitsui (USA) employees conspired to violate the rules of the so-called trigger price mechanism on steel imports to the U.S.

The mechanism was established in 1978 to guard against dumping of steel in the U.S. market, setting prices based on Japan's highly efficient steel production costs.

At the start of the year-and-a-half-long U.S. investigation, Mitsui admitted to the Japanese Ministry of International Trade and Industry (MITI) that its own investigation revealed technical errors in pricing of steel imports under question.

MITI does not consider Mitsui's actions to have been intended to skirt the trigger price mechanism, and knew well in advance that the U.S. District Court in Northern California was to hand down its indictment this week.

A Mitsui official in Tokyo said the company regrets that the behaviour of any of its employees has been questioned. Mitsui's main concern now is to resolve the case as quickly as possible.

The trigger price mechanism on steel imports has been suspended since 1980 and again this year, after investigations into whether European steel makers have dumped steel in the U.S. market.

Paul Cheeseright describes a bid by Peking for sales overseas China takes step forward in aviation

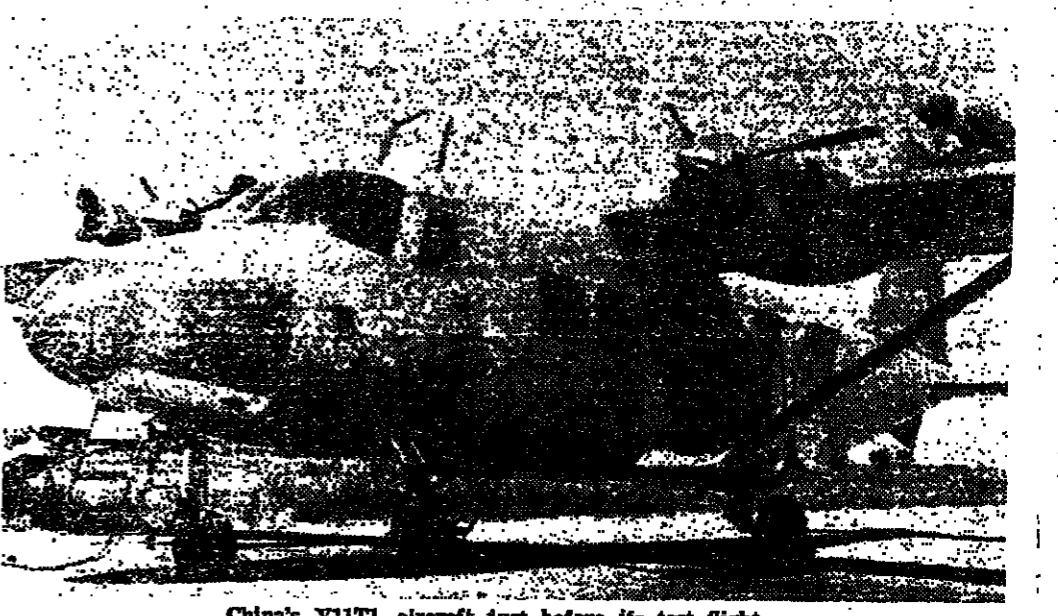
CHINA is taking another tentative step into the international aviation market with a 17-seater twin-engine aircraft which can also be used for industrial activities such as crop spraying and geological survey.

The aircraft is the Y11T1, being made by the China National Aero-Technology Import and Export Corporation (CATIC), using Chinese components except for a turbo-prop engine from Pratt and Whitney in Canada and certain avionics equipment.

Customers for the aircraft will be solicited at the Paris-Birmingham Air Show in September. Models of the aircraft will be on display. A demonstration model will be in the UK after about 10 months.

This is the first small Chinese aircraft made for sale overseas and it will be manufactured at a CATIC plant at Harbin, in north-east China, south of the border with Mongolia.

The Chinese international sales effort will be made from London where a new marketing company is being established. This company will be a joint venture between Mr David Ward, whose private corporate vehicle is CMEC, Dalian Cornhill, and D.R. Aviation, an aircraft broking and leasing company 75 per cent owned by



China's Y11T1 aircraft just before its test flight.

Cosalt of Grimsby. Mr Ward, a London entrepreneur specialising in knitting together import and export deals with China, saw the maiden flight of the new aircraft in China last week. So far, Mr Ward said, CATIC has made three Y11T1 aircraft, which have a smaller capacity

Pratt and Whitney engine than that destined for the Y11T1. The first of these is being tested to destruction on rigs. The second is that which made the maiden flight, and with the third, will be used for air testing after this the two aircraft will be used for geological survey in China.

The first Y11T1 to be produced by CATIC will come to London as a demonstration model, Mr Ward said. After certification, it is expected that the new aircraft will find sales in the private, commuter airlines and Third World international transport markets.

Airlines seek to stem losses

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

MORE THAN 50 of the world's major airlines will meet in Geneva next Monday and Tuesday to seek ways of stemming their rising losses, now estimated to be running at over \$1.5bn (£94m) for 1982-83 alone.

Although fares rises will be high on the agenda, other measures, such as moves to try to stamp out illegal ticket discounting (the sale of tickets below the officially approved level), will also be considered. The meeting has been called by the International Air Transport Association. Its chairman will be Mr Roy Watts, the deputy chairman and managing director of British Airways, aided by Mr Knut Hammarstrand, the director-general of the International Air Transport Association (IATA).

Mr Watts is believed to feel that on some routes, fares rises of up to at least 16 per cent are legally necessary in a bid to raise the revenue yields of the airlines. In practice, however, such rises would never be approved

by governments, even if they were accepted by many airlines, which is doubtful. It seems likely that rises of around 5-7 per cent will be agreed, but there could be wide differences according to the parts of the world involved.

Of more concern to many airlines, especially those flying between Europe and the Middle East and South-East Asia, is the problem of ticket discounting. Although banned under IATA's rules, and frowned on by many governments, this problem still exists, and is estimated to be costing the airlines between \$500m and \$1bn a year in lost revenue.

But stamping it out is a major problem. A special IATA team called the Fare Deal Monitoring Group, has been studying the problem for some time, and is expected to present some new proposals to the meeting next Monday. There are many other measures the airlines would like to see taken to improve their financial position. One is

for governments to take stronger measures to "straighten out" current air traffic routes, which at present involve much wasteful flying. IATA says that in Europe alone, by straightening out what it calls "the tortuous web," airlines could save \$27m in fuel costs.

Another move is for governments themselves to be swifter in approving fare rises to meet rising costs. At present, the airlines' revenues are running some \$1bn a year behind rising costs, because of delays in winning approvals for fare rises. Yet another move is for some reduction in government-imposed "user charges"—such as landing fees and en-route navigation charges.

All these problems are worrying the airlines, and the Geneva meeting is likely to give them a major airing. Whether any firm action other than plans to raise fares can emerge from the two-day session remains to be seen. American Airlines—228

Air Europe signs £14m tour contracts

By Our Aerospace Correspondent

CONTRACTS worth £14m have been signed by Air Europe, the UK independent holiday airline, with four operators for winter travel in 1982-83.

The airlines, which recently announced a deal with British Airways whereby it will be able to use two of the new Boeing 737-400 jetliners, originally ordered by BA, says that it has sold all its flying capacity for the coming winter season.

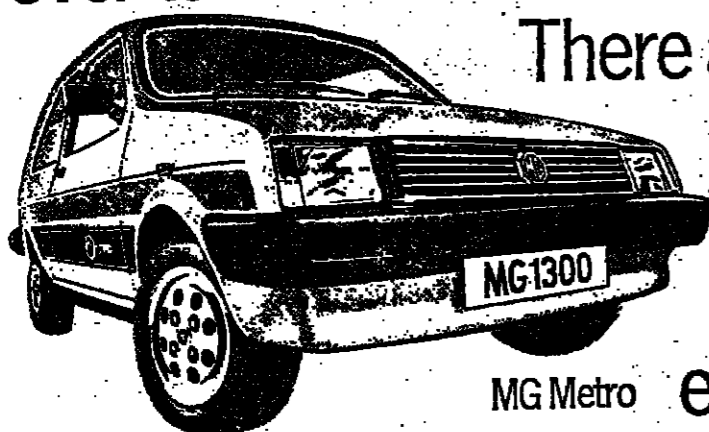
It will be operating five Boeing 737s during the winter, on behalf of 26 UK tour operators. Originally, it had nine 737s available, but two of these are being leased to Air Florida, for the winter, and two more which it had leased from Air Florida, are being returned to that airline. The airline will be serving 16 European destinations, and expects to carry 190,000 passengers next winter between the UK and Western Europe and the Mediterranean, compared with 180,000 last winter.



Austin Rover deals end August 31st.

Great new cars.

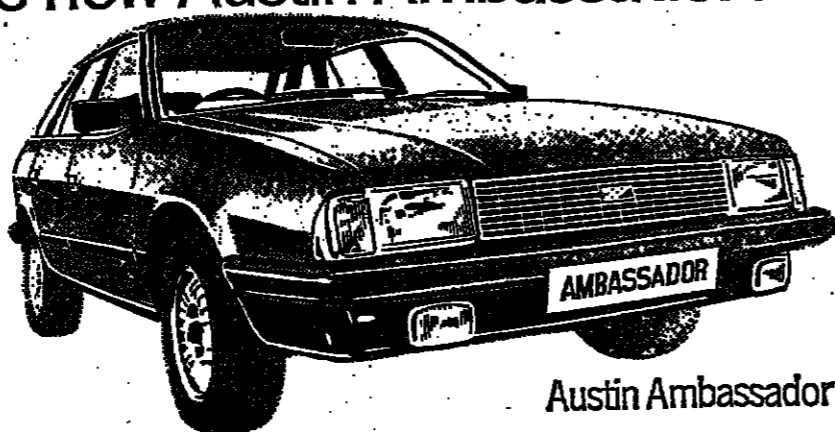
There's never been a better time to move over to Austin Rover than right now.



MG Metro

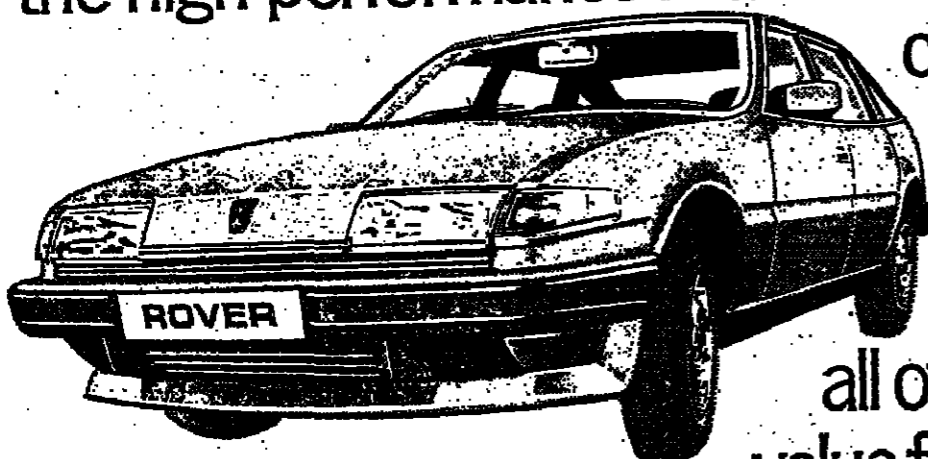
There are great new cars right across the whole range. Starting with the new economy 'E' type Minis.

And then there are the stylish new Rovers, the versatile, luxurious new Austin Ambassadors.



Austin Ambassador

And now, the two fabulous new Metros. The prestigious Vanden Plas, and the high performance MG.

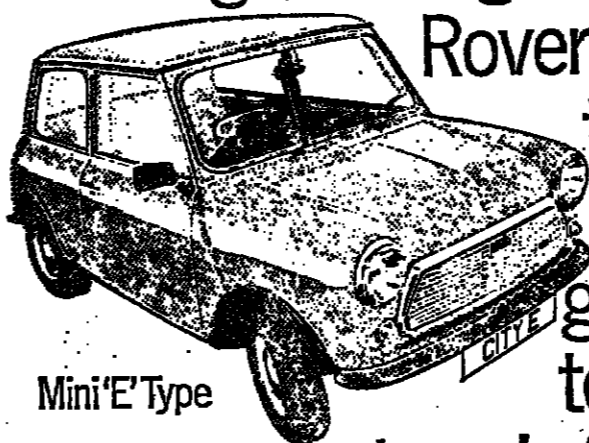


The new Rovers

With low running costs and competitive prices right across the range, they all offer outstanding value for money.

Great new deals.

Right through the summer, your Austin Rover dealer is offering incredible trade-in deals†



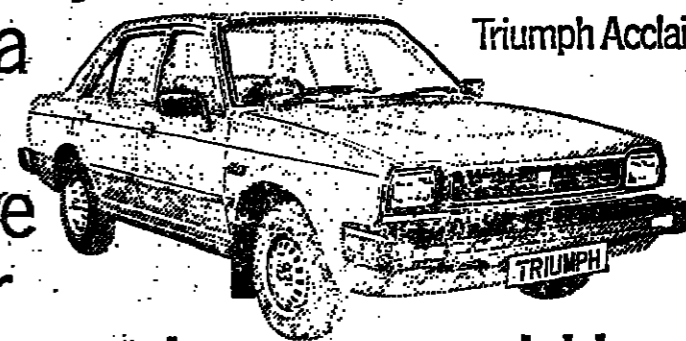
Mini 'E' Type

That's because we've given every dealer the means to offer you a lot more for your current car. In fact, he'll offer you far more than you ever imagined when you buy a new Mini, Metro*, Allegro, a stylish Ital, a totally equipped Acclaim or a sporty TR7.

But you'll have to get to your local Austin Rover showroom quickly, because trade-in deals will be ending on August 31st.



†While stocks last. *All models except MG.



Triumph Acclaim

Austin Rover Hotline. If you need help finding the car of your choice, call us on 021-779 2296, day or night. With the help of our stock locator computer we'll point you in the right direction.



Move over to Austin Rover.

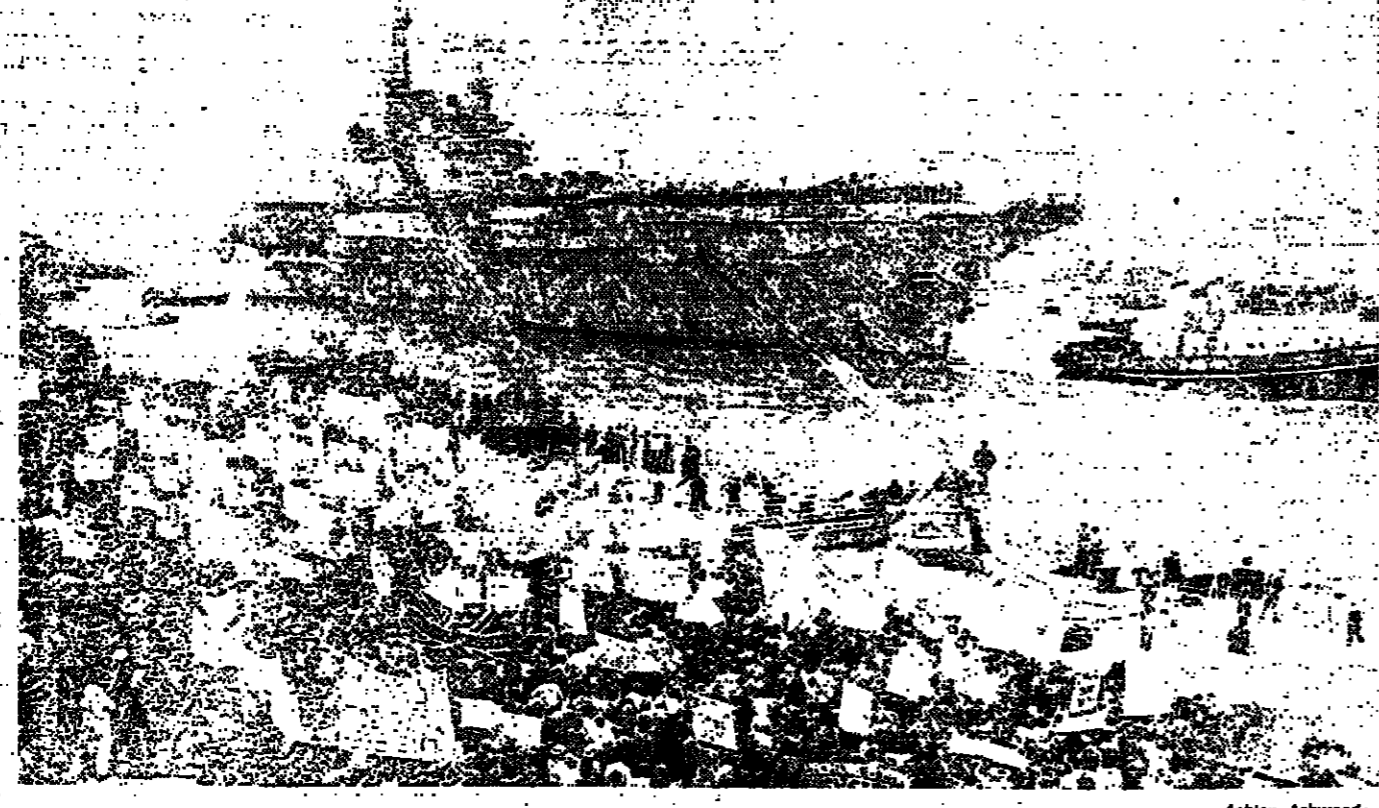


D.O.T. FIGURES. MINI 1000. SIMULATED URBAN CYCLE 45.9 MPG (6.2 L/100 KM.) CONSTANT 56 MPH 60.5 MPG (4.7 L/100 KM.) CONSTANT 75 MPH 44.1 MPG (6.4 L/100 KM.)

UK NEWS

Westland assesses Falklands effect

Bridget Bloom reports on the prospects for Britain's helicopter manufacturer



HOME FROM THE FALKLANDS: HMS Hermes returns to Portsmouth.

TWO HELICOPTERS, their Argentine insignia removed, stand behind a 644 barrier in a corner of one of Westland's hangars, mute and expensive reminders of the fortunes war brings to companies involved in the arms business.

Westland, Britain's only helicopter company, is in an ambivalent position following the end of the Falklands conflict. When the embargo on arms sales to Argentina was imposed in April, it had probably the largest outstanding military equipment order from that country of any British company—eight Lynx helicopters, worth around £2m to £3m each.

They make a special point of relating how pilots used the down draught from the Sea King's blades to drive the blades away from burning oil at the scene of the crash.

is pleased in these post-Falklands days is that it believes the Government is now committed to a new generation military helicopter, the EH 101 being designed as a joint venture with Augusta, the Italian company, to replace the Sea Kings.

CBI renews call for action on economy

BY LYNTON McLAIR The Confederation of British Industry yesterday called for immediate Government action to revive the economy after its 13 regional chairmen reported a further deterioration in industrial activity in many parts of the country.

Sir Terence Beckett, the director-general of the CBI, said unemployment would rise to 3.25m by the end of the year if the Government took no action along the lines recommended by the confederation. Unemployment rose to 3.18m in July.

Economy indices fall but prospect may improve

By Robin Pauley THERE ARE now "definite preliminary signs" that the longer-term prospects for the economy are improving, though the short-term position has deteriorated, according to the Government cyclical indicators.

The indices for May and June published yesterday by the Central Statistical Office show that after falling into a trough last summer, and autumn, there was a slow but steady advance since November.

Machine tool sales fell 26% last year

BY MAX COMMANDER SALES OF machine tools by UK manufacturers amounted to £437m last year, a drop of 26 per cent on 1981, similar to the proportion throughout the 1970s.

Alfred Herbert to put workers on short time

BY IAN RODGER MORE THAN two-thirds of the 900 employees of the Coventry machine-tool-maker Alfred Herbert will be put on short time from August 2 because of a slump in U.S. orders.

Ronson secures further orders

THE JOINT receivers and managers of Ronson International—the company set up last December but which was put into receivership in July—have had a number of approaches from "interested parties" regarding acquisition of the company.

TSW managing director resigns

THE managing director of Television South West, Mr Peter Battle, has resigned his £20,500-a-year post. His contract was not due to expire until 1987.

Coal exports to France cheaper

BY RAY DAFTER, ENERGY EDITOR THE National Coal Board is exporting coal to France at a price lower than that charged to the Central Electricity Generating Board, Mr Nigel Lawson, Energy Secretary, told MPs yesterday.

Yates has resigned from Butterfield-Harvey

BUTTERFIELD-HARVEY, the industrial holding company, said yesterday that Mr Geoffrey Yates has resigned as a director and chief executive of the group by "mutual agreement".

Oil major's computer interests reorganised

BY JASON CRISP BRITISH PETROLEUM has reorganised its computer services and telecommunications interests into a single group, which is now seen as one of the company's main businesses.

Retail motorcycle trade 'crippled by discounting'

BY JOHN GRIFFITHS THE RETAIL motorcycle trade is at its lowest ebb for 40 years in the UK and is being crippled by massive discounting and loss of profitability, according to Mr Stanley Shenton, chairman of the Motorcycle Association's motorcycle committee.

Figures reflect encouraging trend in business births

BY TIM DICKSON A MORE encouraging trend in UK company "births" and "deaths" is highlighted by new research to be published by the Department of Industry tomorrow.

Portals to revamp Overton Mill

PORTALS, the world's largest producer of banknote paper, is to spend £10m on revamping its Overton Mill in Hampshire.

Shafesbury Theatre goes on sale

THE SHAFESBURY Theatre is for sale. Its owner, Mr Laurie Marsh, is looking for offers in the region of £1m.

Glasgow C of C reports downturn

GLASGOW CHAMBER of Commerce has reported a considerable downturn in domestic sales, orders and exports.

BP refineries to close

BY NICK GARNETT, NORTHERN CORRESPONDENT BP OIL predicted yesterday that two of its refineries would probably be shut as a result of over-capacity, besides the closures already announced by the major oil companies.

Communications gap splits companies and aid agencies

A COMMUNICATIONS gap between small manufacturing companies and the aid agencies and services established to help them was identified in a report published yesterday by a Dublin-based consulting firm.

Table with 10 columns: Year, Item, Agriculture, Production, Construction, Transport, Wholesale, Retail, Services, Other, Total. Rows for 1980 and 1981.

Similar work carried out on the VAT register for 1980 showed that roughly speaking "births" were offset by "deaths".

surplus K attributable to gains in construction, "other" services, wholesaling and the production industries. In the retailing and catering sectors there were again more deaths than births, but the two were more or less in balance in transport.

consistent estimates of the underlying position. Provisional figures show that the number of births rose by 10 per cent from 114,600 in 1980 to 125,000 in 1981. On present estimates the number of deaths dropped by 5 per cent from 115,000 to 110,000 over the

July 22 1982

Handwritten note: 5/20/82

UK NEWS

Burroughs loses bid to stop ICL hospital contract

BY RAYMOND HUGHES, LAW COURTS CORRESPONDENT
BURROUGHS MACHINES, a subsidiary of Burroughs Corporation of the U.S., has lost its legal battle to stop a valuable computer contract in the UK going to one of its British rivals, International Computers Limited (ICL).

Plastics deal approved

BY SUE CAMERON
THE GOVERNMENT has approved the plastics swap deal announced last month by BP Chemicals and Imperial Chemical Industries.

Council spending comparisons published

MANCHESTER spent \$552.62 per person on local authority services last year, the highest level of spending of any council in England and Wales.

Computer to guide industry in grants maze

The microchip is helping business find out about the aid available to it, reports Anthony Moreton

WHEN FORD decided five years ago to build an engine plant at Bridgend, in South Wales, it received well over £150m in Government regional development grants.

Software Products Scheme, under which a grant or a shared cost contract is available to service concerns to offset the costs of developing and marketing a software product?

It is the filter system, says Dr Tagg, which makes this system stand out. For instance, anyone wanting to find out about enterprise zones can do so by keying in the figure 22. This throws up 14 further — or "filtered" — headings on the zones.

Welsh tourism suffers decline

BY ROBIN REEVES
THE WELSH tourist industry last year suffered its first drop in revenue since the 1960s and is likely to undergo a further decline this year, according to a gloomy annual report from the Wales Tourist Board published yesterday.

"These trends were followed by one of the most severe winters for many years; rail stoppages; and adverse publicity brought about by the continuation of arson attacks on cottages and the placing of bombs by Welsh extremists in several official buildings in England," the report says.

Ulster industry review expected to urge tax move

BY OUR BELFAST CORRESPONDENT
A GOVERNMENT review of Northern Ireland's industrial development incentives, which is nearing completion, is expected to recommend a low level of corporation tax as a means of attracting more employment.

How to provide hot water. Without getting soaked.

Advertisement for Heat Electric water heaters. Features include: Well-insulated short pipe-run. Saves energy. Capacity to meet your needs. Range of units up to 120 gallons. Plus custom designs for special requirements. Efficient insulation is built in. Keeping heat where you want it—in the water. Inexpensive to run. On low-cost night-rate electricity—with day-time top-up if needed. Easy to install. Floor mounted, right where it's needed. Only basic plumbing required. Easy to maintain. No regular servicing needed.

Text for Heat Electric advertisement: If your business uses a lot of hot water, the cost of providing it can soak up your profits. It needn't. Because now using low-cost night-rate electricity, an IMI Santon or Heatrae-Sadia electric storage water heater gives you hot water whenever and wherever you want it—with significant savings over many other systems.

HEAT ELECTRIC WE HAVE THE POWER TO HELP YOU. The Electricity Council, England and Wales.

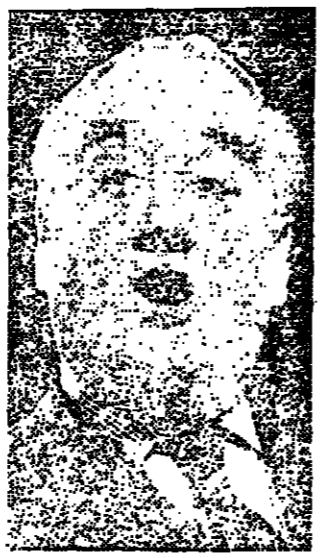
UK NEWS: PARLIAMENT

LABOUR

BUCKINGHAM PALACE SECURITY
New department to guard royalty

A SHAKE-UP in security at Buckingham Palace and all aspects of royalty protection was announced in the Commons yesterday by Mr William Whitelaw, the Home Secretary. He also told MPs that an inquiry would be mounted by Lord Bridge, chairman of the Security Commission, into the appointment and activities of Commander Michael Tresrail, the Queen's Police Officer, who has admitted a relationship with a male prostitute.

view to determining whether security was breached or put at risk and to advise, whether in the light of that investigation, any change in security arrangements was necessary or desirable. "Although I have no evidence of a connection between this matter and the incident on July 9, involving Michael Fagan, I am arranging for Lord Bridge to see all the papers relating to the events on July 9 so that he can make any further inquiries he considers necessary and advise on the adequacy of the police inquiries."



William Whitelaw: special group to monitor arrangements.

Suspicion focused on EEC funds

By Our Parliamentary Staff GUARDED COMMENTS by Mr Douglas Hurd, Foreign Office Minister of State, on possible moves to make more money directly available to the European Community through an increase in the "own resources" element of the Community budget aroused suspicions on both sides of the Commons last night.

Labour in 'near-terminal state'

By Ivor Owen SOCIAL DEMOCRATS and Liberals were urged by Mr Roy Jenkins yesterday to maximise the opportunities provided by their forthcoming party conferences to relaunch public support for their efforts to achieve a major breakthrough by the SDP-Liberal Alliance at the next general election.

Labour in 'near-terminal state'

problems of unemployment and the economy. Mr Jenkins stressed that all the optimistic noises of the early summer, certainly those coming from anybody except Ministers, had now completely evaporated.

Cheers are muted as Willie stonewalls

By John Hunt Parliamentary Correspondent WHEN Willie Whitelaw recently appeared before Conservative backbenchers to explain the breaches of security at Buckingham Palace he compared himself with a cricketeer who suddenly finds himself at the wicket without a bat.

Health workers likely to stage further selective pay strikes

BY IVO DAWNAY, LABOUR STAFF

LEADERS OF THE 11 health service unions meet today to assess the level of support for their three-day strike which ended at midnight last night.

shire, Merseyside and Strathclyde have given solid backing to the campaign, elsewhere many hospitals have confined their action to selective strikes. The National Union of Public Employees, the largest health service union with 300,000 members, will repeat its call for an all-out indefinite stoppage at today's meeting.

end to the campaign, claiming that the NHS had coped "remarkably well" with the three day action. He added that talks on creating new mechanisms for determining annual pay rises for all NHS staff groups could be held immediately if unions accepted his three-point peace plan outlined in the emergency debate in the House of Commons on Tuesday.

TUC faces 'quit Neddy' calls

BY JOHN LLOYD, LABOUR EDITOR

A MAJOR debate on the TUC's future participation in the National Economic Development Council (Neddy) and in other tripartite bodies such as the Manpower Services Commission, now seems certain to be staged at TUC Congress in September.

ment on the one hand and union members on the other that the TUC's opposition to Government policies is total. However, the TUC representatives on the council—including Mr Len Murray, the TUC general secretary, and Mr David Basset, general secretary of the General and Municipal Workers Union—have strongly argued the usefulness of the NEDC forum and, during its last meeting early this month, bitterly attacked the Government and warned that they would encourage pay claims as high as possible in the next pay round.

times as many as the TUC briefed on the 1971 Industrial Relations Act. The meeting also reviewed unions' financial position, which in many cases is becoming parlous. Four options were reviewed by the committee.



that was the best anyone could hope for. In Roy Hattersley, Labour's shadow Home Secretary, he faced a crafty slow bowler. After making a great show of indignation about the "appalling" incidents at the palace, Mr Hattersley slipped in a nasty googly. He wanted to know whether Mr Whitelaw had visited the palace to get security arrangements after previous incidents when intruders managed to get into the grounds.

Tebbit backs pledge to rail strike rebels

BY OUR LABOUR EDITOR

MR NORMAN TEBBIT, the Employment Secretary, yesterday firmly supported British Rail's promise to train drivers that those who defied their union's strike call and might subsequently be stripped of union membership would not be sacked under the closed shop agreement which bans such workers from expelling members who defied the strike call.

member is for his breach to call for expulsion, and for that call to go ultimately to the union's national executive to be approved or rejected. The process would be a lengthy one—though a number of Aslef's regional officials believe that branches will wish to expel members who defied the strike call. Feelings throughout the union about those members who broke the strike, and about the decision by the TUC's Finance and General Purposes Committee to tell Aslef to accept flexible rostering, run high. This feeling is expected to emerge at the union's special delegate conference next Tuesday, and could well result in expulsion calls from militant branches.

Employment Bill loophole to be closed

By Our Labour Editor

A FURTHER change in the Employment Bill has been introduced by the Government to close a loophole which allowed workers at a Plessey plant in Scotland to sit in without redress from the courts. Early this year the Plessey workers staged an eight-week occupation of their Bathgate plant to try to save jobs. In March the Court of Session at Edinburgh upheld an earlier decision that the workers' sit-in was lawful under the terms of the Trade Union and Labour Relations Act 1974, because it was in furtherance of a trade dispute.

Argentinia exclusion zone may be relaxed soon

By Peter Riddell, Political Editor

PRESSURE imposed on Argentina by Britain during the Falkland crisis is likely to be relaxed only gradually and in stages. The first step will probably be an easing of the naval exclusion zone along the Argentine coast. A statement is likely soon.

Argentina exclusion zone may be relaxed soon

partial step could be announced before the end of the parliamentary session in a week's time. A complicating factor is Argentina's own sanctions against Britain, particularly the withholding of debt interest payments to the UK.

Witch-hunt challenge to Benn

By Margaret van Hattem, Political Staff

MR TONY BENN was yesterday challenged by two fellow Labour MPs to keep his promise to "give a face" to the defence of victims of ideological witch-hunts in the party but to do so on behalf of three Right-wing councillors in his own constituency.

Tighten rules for gas

By Peter Riddell, Political Editor

REGULATIONS governing the manufacture, storage, use and disposal of flammable gases and oxygen are to be tightened up, Mr David Waddington, Employment Under Secretary announced in a written reply

Taxpayers' views sought

By Peter Riddell, Political Editor

A CHANGE in the Inland Revenue's method of keeping individual taxpayers' records is proposed in a Government consultative paper issued yesterday.

Labour faces pay lobby

By Our Labour Editor

THE Labour Party's workers will lobby its national executive committee next Wednesday to protest over a zero pay claim and cuts in staffing levels.

conference in October. The staff officials of the TGWU will hold talks with their opposite numbers in the three other unions—the white-collar union Apex, the print union NGA and the National Union of Journalists—to coordinate action. Labour's senior officials have received an 11 per cent award under a separate agreement. Party managers are concerned over the £20,000 deficit now being carried, and have appealed to staff to accept zero awards to assist it through a period where it is reliant on large cash injections from the unions — themselves — hard pressed to maintain its activities.

Labour faces pay lobby

He said the Bill would end its progress through the Lords next week, but could not return to the Commons for the report stage in this session. It would thus receive the Royal Assent in October, at the start of the next session. One clause would come into force immediately, but others would be delayed, he said, by two or three years, to allow companies to make arrangements for the holding of ballots.

Defence Ministry 'told no campaign lies'

By Bridget Bloom, Defence Correspondent

THE Defence Ministry told no lies about what was happening during the Falklands campaign but there were many occasions when its spokesmen did not tell the whole truth or correct wrong or misleading statements, Sir Frank Cooper, Permanent Under Secretary at the Ministry, said yesterday.

Defence Ministry 'told no campaign lies'

the media was based "on the assumption that the public has an interest in and a right to know about defence." "It is wrong to say that the Ministry was engaged in 'disinformation'."

Defence Ministry 'told no campaign lies'

Mr Thatcher still plans to visit the Falklands at some stage but this looks like being several months away.

Defence Ministry 'told no campaign lies'

that the nuclear submarine Superb was in the south Atlantic when in fact it had "never been anywhere near the Falklands."

Asbestos risk being ignored, says union

By Ivo Dawnay, Labour Staff

THE General and Municipal Workers' Union called yesterday for a Parliamentary inquiry into why strict regulations on the use of asbestos have not yet been introduced.

Asbestos risk being ignored, says union

television documentary on Tuesday highlighting the continued health hazards of asbestos. Mr David Gee, GMWU health and safety officer, said that the union was now seeking the formation of a special select committee to examine the true extent of risk to the public, the failure to implement the recommendations and the cover-up by the industry.

مكازم، لامل

COMMANDING THE SKY



Fly the world with the proven reliability of wide-body Challenger

A whole fleet of over 50 Canadair Challengers has already been delivered to major corporate customers. One reason these important travelers have chosen the world's only advanced, wide-body business jet is Challenger's proven reliability. Corporate leaders know you can count on Challenger for demanding daily use around the world.

In a remarkable performance achievement, a Challenger flew 70,000 miles in 48 days, with 100% dispatch reliability. Challenger offers you such dependability because it is built with state-of-the-art technology which outdates every other jet in its class. And it is certified to the newest, toughest commercial aviation standards ever.

For more information on Challenger's many advantages, contact Adel A. Oubari, Vice President of TAG Aeronautics Ltd, 14 Rue Charles Bonnet, 1211 Geneva 12, Switzerland. Telephone: (022) 461717. Telex: 289 084.

TAG AERONAUTICS LTD



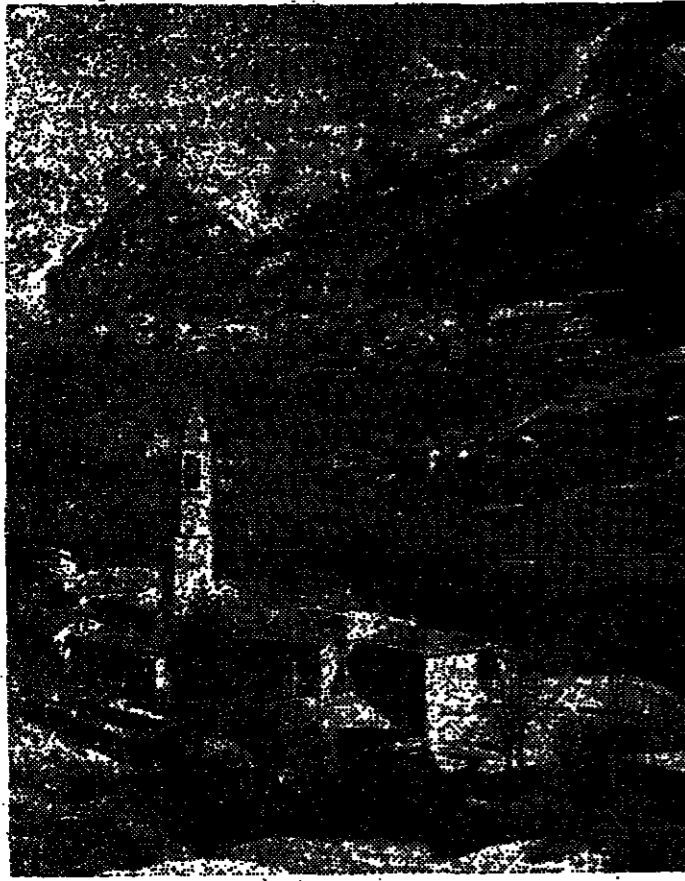
EXCLUSIVE DISTRIBUTORS FOR MIDDLE EAST AND OTHER ARAB COUNTRIES

FINANCIAL TIMES SURVEY

Thursday, July 22 1982

Italy's wealthy north has entered a difficult period as the social and industrial realities of the 1980s take hold. But the smaller regional centres are thriving.

NORTHERN ITALY



Chiesa in the mountains of Lombardy

DOES ITALY now have not only a southern problem, but a northern one as well? The question might seem facetious, given the vast disparities between the depressed Mezzogiorno, with its disparate collection of cultural, historical and economic handicaps, and the wealthy and successful north—the bridge between Italy and the mainstream of Western Europe.

But there too, under the pressure created by changing social and industrial realities, old certainties are beginning to waver. The confidence broadly remains that northern Italy will meet the challenges of the last two decades of the 20th century as it has met others in the past, but a period of transition has begun which may well prove not only stimulating, but also uncomfortable.

Geography provided the north with evident frontiers. Along its topmost edge runs the circle of the Alps. On its southern side it is bounded by the Apennines, slanting southwards beneath the fertile plain of the Po. In between lie the eight regions which are conventionally grouped together to form the north.

Five of them—Piedmont, Lombardy, Liguria, Emilia Romagna and the Veneto—are "ordinary" regions, while three—Valle D'Aosta, Trentino Alto Adige and Friuli-Venezia Giulia—have a special, more autonomous status, reflecting the significant ethnic and linguistic minorities they contain.

Ever since the emergence of a unified Italian state more than 120 years ago, the north has been the most industrialised, the most export-orientated, and also the most agriculturally developed part of the country. Most of the things which for better or worse have shaped modern Italy have started there, beginning of course with Italy's movement for unity itself.

Industry developed there, as later did Fascism. The big cities and factories of the north were the magnet for the Biblical

migration from the south after the 1939-45 war, and later became the laboratories in which terrorism mounted its futile attempt to overthrow the state. Italian fashion and design—never more appreciated than today—drive there. So, as the World Cup result shows, do its best football clubs.

Superficially, the statistics tell much the same reassuring story. The eight regions cover 43 per cent of Italy's land mass. They contain, according to the 1981 census, 45.5 per cent of its population. Average family income (and expenditure) are up to double that of the south, unemployment is well below the national average of 11 per cent. More than 53 per cent of Italy's productive units are to be found in the north, generating 57 per cent of the country's industrial jobs.

But those are not the reasons why the census makes such fascinating reading. To a careful reader other trends emerge, pointing in all probability to the future pattern of Italy's development. And they are rather less reassuring for the north—or at least for the old image of the north, founded above all on the cliché of the "industrial triangle," its apices in the three traditional manufacturing and commercial cities of the region: Turin, Milan, and Genoa.

In the first place, despite a continuing though much-reduced flow of migrants northwards, the south is experiencing a faster rate of population growth, suggesting that the so-called "southernisation" of Italy may be more than just a matter of words. Second, the census returns indicate a movement away from the big cities, back to the provinces. In many respects, the trend is healthy. Not only is the movement a measure of how the large urban centres have become too big to manage, but it also reflects a more subtle return to older Italian values—the city state, that network of thriving (and jealous) local communities, which provided the loam for the astonishing achievements of

medieval Italy. This new provincialism, or "localism" as some Italian sociologists prefer to call it, is mirrored in the changing structure of the northern economy. The old centres are in trouble, as a glance no further than Turin and the battered fortunes of Fiat, Italy's largest private sector employer, reveals. In Milan, the number of industrial jobs has dropped from 400,000 to 281,000 over the past decade. The reverse side of the coin, though, is the astonishing progress made by a host of smaller

to account for a fifth of the entire European market.

These successes, even if lately tarnished by a recession that has hit export markets harder than it has the domestic Italian economy, rests on an uncanny ability to combine the advantages of the small, efficient and informal productive unit with a capacity for technological innovation. As these companies are well aware, Italy now no longer has the edge of cheap labour costs—despite the alleged practices of the famous "black" or submerged economy,

1980 regional elections. In Liguria, the PCI remains the largest single party, while in Emilia Romagna, heart of the so-called "Red Belt," the Communists in 1980 came within a whisker of an outright majority.

Yet, separated from Emilia by nothing more substantial than the mists of the Po river, lies the Veneto, stronghold of the Christian Democrats, with 49.4 per cent of the total vote. History has left its mark, but when it comes to founding a small family company, Catholic or Communist makes little difference. Modena is not just the city where the Communists win their biggest national vote (over 53 per cent); it has also just joined Milan as Italy's wealthiest city, as measured by pro-capita income.

But for how long will a formula, frequently said to be a model for the Western economy of the 21st century, ensure success? The troubles of Turin and Genoa in particular are well documented, but now even the smaller centres, once seemingly immune from crisis, are suffering from declining orders. Workforces are being cut in Regio Emilia, the province in the region of Emilia Romagna which has long been a byword for dynamic small companies, 27 per cent of local employers are expecting either to lay off or pay off workers this year.

But the smaller centres in the recent past have proved their adaptability and there seems no good reason why, if existing products become harder to market, the entrepreneurs will not turn to alternative yet related ones. An example is the way in which alongside textile and shoemaking concerns have sprung up new ones, manufacturing the machinery and the machine tools to make the textiles and the shoes. Hence, in part, the remarkable development in the last two decades of the Italian machine tool industry, centred on small, highly specialised companies.

For the bigger cities however, attention is increasingly switching to the development of a

Optimism in a time of change

BY RUPERT CORNWELL Rome Correspondent

regional and provincial centres. Many of them, with populations ranging from 50,000 to no more than a quarter of a million, embody what is best in the term "provincialism." Cities such as Mantua, Cremona, Piacenza, Modena, Corno, Verona, Vicenza, and Padua, to name but a handful, are still cut to the cloth of man: happy blends between town and country, between industry and agriculture. To escape from them is easy—either to rural calm, or to a metropolis like Milan for those who want big-city glitter and sophistication.

Below them come a further host of even smaller centres, some of which have developed extraordinary industrial monoliths: the knitwear manufacturers at Carpi, near Modena; the jewellers of Valenza Po, in Piedmont; the shoe-makers of Vigevano, close to Milan; and the town of Castel Goffredo, near Mantua, where 400 companies employing an average of 20 or fewer workers, produce enough women's-tights

accounting for anything up to 30 per cent of Italy's gross Domestic Product.

Many now consider that northern Italy should be divided into two: the hard-hit older centres, coping with the structural problems of "mature" industries such as steel, cars and so on, and the newer "third" Italy, best found in Emilia Romagna, the Veneto, and outlying parts of Piedmont and Lombardy, where industrialisation has arrived late enough to avoid the problems inherited from the past. It has been this second category above all which has generated the wealth and jobs to keep the national economy afloat in the last difficult decade.

The work ethic transcends conventional political differences. Northern Italy is not a single whole, but an agglomeration of regions, each with its own political character. In the two largest, Piedmont and Lombardy, the Christian Democrats beat the Communist party—the PCI—into second place at the

high-technology service sector, an area in which Italy has comparatively lagged behind rival industrial countries, but one which looks the most promising source of new jobs.

The concept has been behind the initiative by Milan and Turin, now joined by Genoa, to improve collaboration between them. The project has the unhappy acronym of MI-TO (mito is the Italian word for myth), but it is little more than plain common sense. Instead of wasteful duplication and rivalry, the two (or three) biggest cities of northern Italy intend to rationalise their structures.

The ideas being canvassed involve improved communications, a pooling of cultural resources, and the promotion of one good airport to serve them, to replace the three inadequate ones they now possess. Turin should concentrate on high technology, Milan on financial services. No one wants to create a megalopolis—merely two advanced cities only 80 miles apart working for similar, rather than opposite ends.

Yet the controversy already aroused by the scheme speaks volumes about the jealousies endemic not just between north and south, but between "old" north and "new" north. The regional authorities, and many smaller centres of the north, see the venture as an attempt to "recentralise" against the trend. The south suspects MI-TO is just another bid by the north, which already has more than its share of the national cake, to appropriate still more of it. Now Rome and Naples are talking about a similar scheme.

It may well be therefore that familiar fate of a good idea in Italy, of being simply talked to death. But even outside an organised framework, changes along the lines it moots will certainly come. For the abiding lesson of northern Italy (and indeed all Italy for that matter) is that *necessitas lex suprema est*, or in other words, look after yourself, for the state certainly will not.

CONTENTS

Milan Fair: a year-round success	II
Verona: fair city of industry	II
Alto Adige: tensions of Italy's Tirol	III
Turin: facing the hard times	IV
Italian Lakes: classic scenery of Europe	IV
Emilia Romagna: the modern province	V
Liguria: prosperity among the resorts	V

Editorial production: Michael Strauß
Layout: Phil Hunt

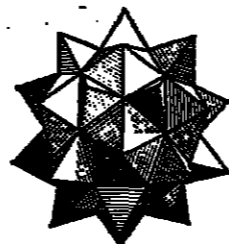
TWO YEARS OF QUINCENTENARY CELEBRATIONS

PROGRAMME

25th May 1982, 9 p.m. Sforza castle, Sala della Balla	LEONARDO'S LANDSCAPES AS POLITICAL ALLEGORY Talk by Carlo Pedretti
27th May 17th October 1982 Sforza castle, Sala delle Asse	LEONARDO: NATURE STUDIES Drawings from the Royal Collection in Windsor Castle Exhibition
28th May 17th October 1982 Ambrosiana Gallery Room XIV	LEONARDO AT THE AMBROSIANA The Atlantic Codex Drawings of Leonardo and his circle Exhibition
29th May 9th July 1982 Palazzo di Brera Aula Magna	BEN WILLIKENS Interpretation of Leonardo's Last Supper Studies, projects and variants 1976-1979 (Das Abendmahl) Exhibition
May July 1982 Sforza castle Sala della Balla	THE MUSIC OF LEONARDO'S DAY Concerts
10th July 31st December 1982 Palazzo Clerici Sala delle Colonne	LEONARDESQUE ITINERARIES IN LOMBARDY organized by the Superintendent of the Environment and Architecture Exhibition
September 1982 September 1983 Museum of Science and Technique	LEONARDO DA VINCI: ENGINEER Exhibition

LEONARDO

1482



1982

IN MILAN

27th-29th September 1982 Sforza castle Sala della Balla	LEONARDO AND THE AGE OF REASON International Congress organized by "Scienza"
October 1982 October 1983 Sforza castle Sala della Balla	MILANO IN THE AGE OF LUDOVICO IL MORO International congress (28/2/1983 - 4/3/1983) and lectures (20/11/1983 - 21/5/1983) organized by the Trivulziana Library
October 1982 October 1983 Wing of the Palazzo Reale	LEONARDO TODAY organized by the Lombardy Institute of the History of Art Exhibition and lectures
18th November 1982 31st January 1983 Sforza castle, rooms adjoining the Museum of Musical Instruments	ENGRAVINGS OF THE SCHOOL OF LEONARDO AND BRAMANTE engravings of Leonardo's works Exhibitions
20th November 1982 16th January 1983 Trivulziana Library Sforza castle	WRITINGS ON LEONARDO IN THE MILANESE LIBRARIES Exhibition
December 1982 February 1983 Poldi Pezzoli Museum Via Manzoni 12	ZENALE AND LEONARDO Painting in Lombardy: tradition and renewal Exhibition
13th December 1982 28th February 1983 Sforza castle, rooms adjoining the Museum of Musical Instruments	ITALIAN SILK FABRICS 1450-1525 Exhibition
28th February 20th March 1983 Trivulziana Library Sforza castle	MILAN AND THE SFORZAS: GIAN-GALEAZZO MARIA AND LUDOVICO IL MORO (1476-1499) Exhibition
February March 1983 Palazzo delle Stelline	LEONARDO AS A DESIGNER Series of lectures organized by the Italian Association of Industrial Designers
2nd March 2nd May 1983 Archivio di Stato Via Senato 10	LUDOVICO IL MORO, HIS CITY AND HIS COURT (1480-1499) Exhibition

21st March December 1983 Rotonda di via Besenno and provincial communes	LEONARDO AND THE WATER-COURSES Traveling exhibition
16th April 22nd May 1983 Trivulziana Library Sforza castle	LEONARDO IN THE MILANESE LIBRARIES: EDITIONS AND REPRODUCTIONS Exhibition
22nd April 31st December 1983 Civic Museum of Natural History	LEONARDO DA VINCI: INTUITION OF NATURE Exhibition
June September 1983 Rotonda di via Besenno	LEONARDO AND THE PAGEANTS OF HIS DAY Exhibition
October November 1983 Rotonda di via Besenno	LABORATORY EXHIBITION ON LEONARDO organized by IBM
July September 1983 Sforza castle Cortile della Rocchetta and Scala theatre	POLIZIANO'S "ORPHEUS" WITH SETS DESIGNED BY LEONARDO Theatrical performance
12th October 13th November 1983 Trivulziana Library Sforza castle	LEONARDO'S LIBRARY Exhibition
October December 1983 Church of S. Nazario in Brolo the Trivulzio chapel	LEONARDO AS AN ARCHITECT organized by the Faculty of Architecture Exhibition
October December 1983 Palazzo delle Stelline	THE LAST SUPPER: HISTORY AND RESTORATIONS organized by the Superintendent of Artistic and Historical Monuments Exhibition
December 1983 June 1984 Palazzo Reale	LEONARDO AND PORTRAITURE IN LOMBARDY Exhibition

OVERSEAS MARKETS INFORMATION FOR SALE

The Financial Times series of newsletters on the MidEast, East European and Latin American markets combines the accuracy and authority of the Financial Times with the exclusivity, depth-of-detail and conciseness of a specialist newsletter.

- Latin American Markets (fortnightly) provides concentrated coverage and informed comment on every important facet of the Latin American business scene. The information it provides is often unavailable from any other source. Special emphasis is placed on revealing new business opportunities.
- MidEast Markets (fortnightly) documents and analyses the economic, industrial and financial developments of the MidEast as they affect business decision-makers. In particular forecasting how political trends and legal changes will affect the business environment.
- East European Markets (fortnightly) provides a full market intelligence service, reporting on economic development plans, new business contracts, licensing arrangements, new technology as well as monitoring developments in the financial, banking and industrial sectors.

To receive a sample copy of any of these newsletters, plus details of subscription rates, please tick the appropriate box and return the coupon to the address below.

To: The Marketing Department, FT Business Information Ltd., Bracken House, 10 Cannon Street, LONDON EC4P 4BY.

Name _____
 Position _____
 Company _____
 Address _____
 Telephone _____
 Nature of Business _____

NORTHERN ITALY II

MILAN FAIR

Successful formula for promoting trade

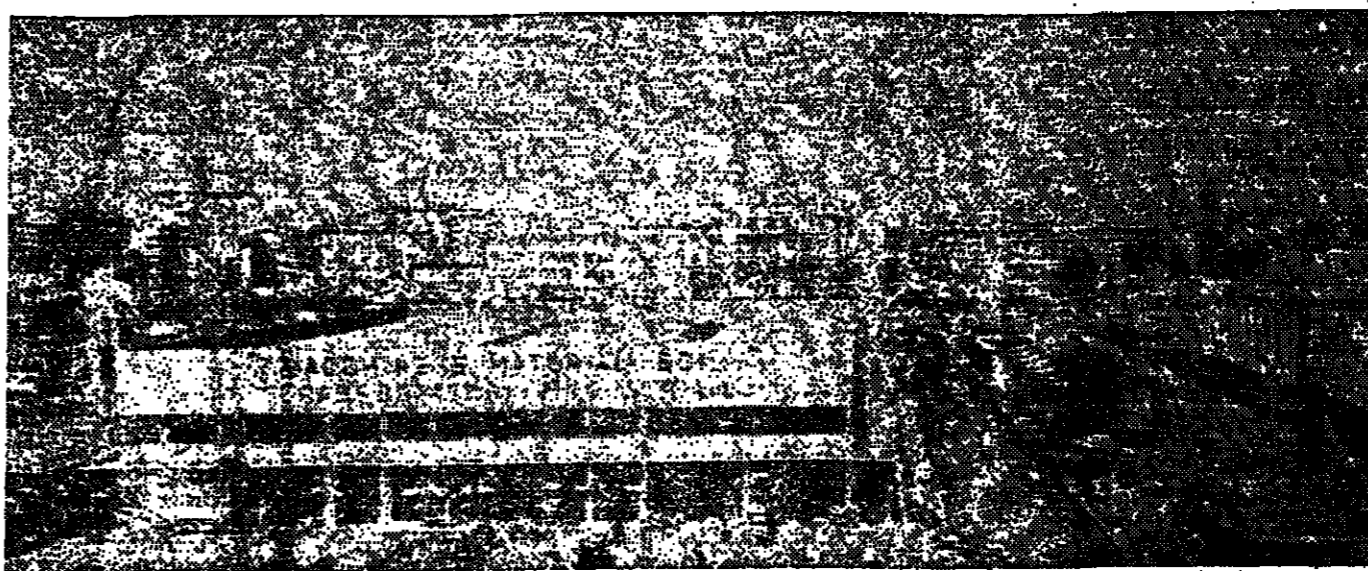
Milan's year-round series of trade fairs are a thriving showcase for the country's industrial companies, says James Buxton, who also writes here on Verona.

MILAN, ITALY'S main commercial and financial centre, is best known for three things: its magnificent Gothic cathedral, La Scala opera house, and that colossal year-round institution known as the Milan Fair. And, however much it may be taken for granted in the city itself, it is probably the fair which most reflects the spirit of the place.

Milan's trade fair is among the biggest in Europe, alongside those at Paris and Hannover. It is a city within the city, situated just north-west of the historic centre of Milan, and the many events held there attract millions of visitors every year.

The fair's pavilions offer more than 600,000 square metres of display space. Although the original "general fair" lasts for only 10 days every April, the proliferation of smaller specialist exhibitions—more than 70 during 1982—means that something is taking place for up to 350 days out of 365.

It might be argued that industrial fairs have become an anachronism in an age of jet travel, instant communications and data banks which can flash details of a product



The fair, a city within the city, is prospering by acting also as a trade and technology meeting place

around the world. Indeed, Mr. Michele Guido Franci, president of the Milan Fair, has warned that the days of the traditional fair, containing little but samples of an industry's wares, are numbered. If the Milan Fair continues to be a profitable thriving venture, then that in good measure reflects the huge changes it has undergone during its 60 or more years of life.

The Milan Fair was first launched by a group of enterprising Lombard businessmen after the 1914-18 war. It was a temporary wooden encampment by the old city walls at the Porta Venezia

with just 15,000 square metres of display space. Six years later it shifted to its present site, a former military parade ground, and since then it has expanded steadily.

The number of exhibitors in 1920, when the idea of a fair to link Lombardy, Italy's richest and most populous region, with other European markets was born, was 1,200 or so. In the year to April 1982 the total was almost 45,000, about 70 per cent Italian and 30 per cent foreign, drawn from 86 countries.

The range of exhibitions has developed over the years

from traditional areas such as machine tools, furniture and electronics, to fashion, films, tourism and cosmetics as well as such thoroughly 20th century concerns as anti-pollution equipment and information technology. It is a change, however, which mirrors the emergence of Lombardy and northern Italy in general, in these and other fields.

The eminently Italian aspect of the fair is that almost three quarters of the exhibitors are small, often artisanal companies—the backbone of the national economy and perhaps the prime reason for the

country's astonishing economic resilience.

The specialist fairs are enhanced by an expanding range of auxiliary services: data banks, meeting halls tailored to the congresses of every size and, lately, the presence of permanent trade delegations from a host of customer countries. Palazzo Africa, a centre in the fair-complex which opened in 1975, is now the home of offices from 21 African nations.

That the institution has survived and prospered probably is largely the achievement of Dr. Franci, who since 1947, has been first its sec-

etary-general and then president. In his own words "an organiser," his enthusiasm and fascination with things new have if anything grown with his 78 years. Born in Rome in 1904, he spent a decade as an official at the Tripoli Fair (Libya was then an Italian colony) before the 1930-45 war. In its aftermath, he took charge of the rebuilding of the bomb-devastated fair complex.

It was his idea to instal an international business and meeting centre (CISI) at the fair, and the centre's computer is claimed to provide the largest service of its kind in the world available to businessmen. And in a typical gesture, Dr. Franci decided to mark a 1980 conference at the fair on alternative energy by restructuring the CISI building. This new incorporates a new facade which employs solar energy to provide heating and power within the centre.

"We're not just a display centre—rather even though such income provided the bulk of the fair's L467m (\$12.9m) revenues in 1980-81, when it achieved a 1.82m surplus (after making 1.3m of investments). Rather, he sees the institution as a meeting place, offering services unrivalled elsewhere, promoting not just physical trade but the cross-fertilisation of ideas and technology, which generate the products themselves. The formula may sound lofty and abstract, but it has worked.

VERONA

City which hardly notices the recession

Verona's present prosperity has been created by its many light industries, which have taken over from agriculture as the main income-earner.

VERONA, THE CITY of Romeo and Juliet, is now a good example of the new Italian industrial city—clean, almost unpolluted, hardly noticing the recession, with industry concentrated almost entirely in small or even microscopic concerns, most of them heavily oriented towards exports.

The old city of Verona stands on a peninsula made by a sharp meander in the River Adige, surrounded by low hills across the river. Here the streets are narrow but mostly elegant and straight, the buildings of red Verona marble. In the Piazza Delle Erbe, still a fruit and vegetable market, the lions of St. Mark on pedestals show that this was for a time a city ruled from Venice. Now, as part of the Veneto region, to some extent it still is.

Further on, past a Roman arch, through which inexplicably buses still roar and chip the stone away is the great expense of the Piazza Bra, its main facade a little like that along a Venice canal. It faces the Great Arena, the Roman amphitheatre where this month the city's famed operatic festival under the open sky began with a performance of Aida.

Now, however, the city stretches far beyond the ramparts, its more than 270,000 inhabitants making it the second city in the Veneto after Venice, and several neighbouring towns have become its satellites.

Part of the reason for Verona's prosperity, now as in the past, is its position: at the end of the Trentino, where the River Adige, descending from the Alps, reaches the Lombardy Plain, bringing with it the main road from the Brenner Pass, Austria and Germany.

Verona is exactly halfway between Milan and Venice and whereas it once was a strategic crossing of the Adige for German emperors plundering or retreating from Italy, so now it is a crossroads on the autostrada and railway systems, and the first stopping point for German tourists and lorries coming into Italy.

For the Austrians Verona in the 19th century was part of the "quadrilatero"—the stronghold of four cities, including Mantua, which guarded the Veneto. As Verona was a garrison city, the Austrians prohibited the building of tall chimneys—which would have made good targets for enemy artillery—and thus prevented the development of heavy industry in Verona.

This remains the case to this day: the biggest single employer is Mondadori, which prints its books and other publications here and employs 3,700 people, and others include Glaxo, the British pharmaceutical concern, which has now been at Verona for exactly 50 years.

For a long time Verona was mainly an agricultural centre, benefiting from the combination of extremely fertile soil, sun and abundant water at the foot of



Centre of Verona with its Roman arena. The city is at a crossroads on the autostrada and railway systems

the pre-Alps. Up to 1950 half the income of the province of Verona came from agriculture: now the proportion is down to 13.5 per cent.

Apart from being the scene of Italy's agricultural show each year, it is a very prominent producer of wines, especially those which are exported, of which Valpolicella and Soave are but two of the most important. A quarter of the Denominazione Origine Controllata wines (Italy's equivalent of the Appellation Controllee in France) come from Verona.

In addition, fruit, including apples, cherries, peaches and strawberries, do well and the area is also important as a producer of meat, turkeys and other poultry. Part of the farmers' success is due to the fact that they have formed highly-efficient cooperatives for marketing.

Light engineering and manufacturing is probably Verona's most important single industrial activity in terms of employment, and one that is still going reasonably well despite the recession. The most important export sector and in some ways the most typical Veronese industry today is footwear. This is a field in which Italian industry continues to succeed while most other industrial countries have given up.

Verona has a few large shoe manufacturers, employing up to 750 people each, but most of the industry is in the hands of very small concerns, often just individual families, with their children working at home. These small concerns may work for the larger ones, producing semi-finished shoes to be completed in the factory, but many of them actually work on their own account to their own designs and export directly to foreign markets, mainly in West Germany (Verona accounts for 60 per cent of all Italian shoe exports).

"It may seem absurd," said one Veronese businessman, "but the little companies can decide what shoes to make. Every January the shoe buyers and

interest rates it is more difficult to squeeze costs than in the labour-intensive textile and shoe businesses.

Even so, the marble business remains a success story: though Verona marble itself is no longer economically to produce from the nearly exhausted seams, Verona has kept its grip on marble manufacturing, using stone from other parts of Italy, Yugoslavia, even Brazil. Marble-working machinery has been perfected to such a high art that Verona companies export it to marble industries all over the world.

The textile and clothing industries are also reasonably prosperous, responding to foreign competition by improving their marketing and enjoying the latest flowering in Italian clothes design. For the lower end of the clothing market Verona is the headquarters of what claims to be the largest jeans manufacturer in Italy, Carrera, which belongs to the Tacchella family.

The three Tacchella Brothers who run it are sons of a village tailor. Now they control more than a dozen factories outside Verona and elsewhere in northern Italy, employing about 2,000 people. The jeans, jackets and shirts they produce are exported all over Europe and Carrera claims to have about 15 per cent of the Italian jeans market.

Appropriately, Sig. Tito Tacchella, one of the three brothers, was until recently head of the small and medium-sized industrialists' association in Verona. He says: "The way things developed here (from the mid-1950s onwards) was often with people leaving the biggest organisations, getting a small loan to buy a machine or two (whether in marble or shoes or textiles) and setting up on their own."

Much of Verona's industry and commerce is part of the submerged economy: many small businesses which escape the more restrictive labour legislation, are able to skirt at least some of the obligations of VAT and income tax, and are flexible enough to raise or lower production swiftly in response to demand.

In Verona as elsewhere the growth of the cottage industry partly reflects the fact that in many cases these are first-generation industrial workers, changing from farming where work was always hard and all the family had to join in. So they do not blink at the long, tedious hours and often noisy and unpleasant working conditions in shoes, textiles, engineering or stone cutting.

Sig. Tacchella vigorously defends the submerged economy. "What it means is that the largest possible number of people can participate in the economic process. The trade unions want to regulate everything but all it means is that we open up our markets to Far Eastern competitor countries which don't have our regulations. The success of the small firms in Verona is due to hard work, high productivity and low spending on consumption," he says.

A broader view comes from Sig. Carlo Delaini, a former mayor of Verona and now responsible for tourism in the regional government in Venice: "The real strength of Verona is its diversity—its economy is not concentrated on any one sector," he says.

He also attributes its steady growth in the past two decades to the uninterrupted dominance of the province of Verona by one party—his own Christian Democrats, for the Veneto is the Christian Democrat heartland of the north.

But the party must in that case bear responsibility for the scruffy ribbon development along the roads between the towns and villages around Verona (and in the rest of the Veneto for that matter) it is a sign of prosperity but also of disorder and lack of care for the environment.

But, thanks to an initiative with which Sig. Delaini was involved from an early stage, Verona is to rationalise its role as a place for transport interchange. A vast new area is under construction to the south of the city which will have a new railway goods yard, customs, warehousing and a site for the rapid transfer of freight between road, rail and air.

The complex, called Quadrante Europa, is being financed by a consortium of municipalities, province, region and chamber of commerce, and when finished will also have hotels and restaurants.

Banco Lariano and Lombardy: your connection with the largest business area in Italy.

If you do business with Italy you will know Lombardy, where a good third of the Italian industrial output and international trade originates. There you will find Banco Lariano.

3,619 billion Lit. (overall deposits).
 1,736 billion Lit. (investments).
 220 billion Lit. (capital and reserves).

A solid partner for your business with Italy.

BANCO LARIANO

Head Office - International Division
 Milan - 10 via U. Hoepli
 tel 312.298 BLARM1 - 380.415 BLARFX (FOREX)

BANK ESTABLISHED IN 1846

Cassa di Risparmio di Genova e Imperia

Balance Sheet 1981 (in million Lire)

DEPOSITS 3,105,000	PROFIT 5,495
LOANS AND ADVANCES 1,145,000	RESERVES 130,000

C.B.I. Banca Popolare Commercio e Industria

TOTAL ASSETS Lit 1.824 BILLION

ESTABLISHED IN MILAN 1888
 CAPITAL AND RESERVES Lit 56,641,715,118

1980 Deposits Lit 1,800,000,000
 Loans Lit 600,000,000
 Assets Lit 1,800,000,000

ملكيه و مزارع

NORTHERN ITALY III

ALTO ADIGE

An uneasy relationship with Rome

Italy's Tirol is almost a different country, more German than Italian, and there is continuing latent tension between the two language groups. James Buxton reports.

THE NIGHT TRAIN from Rome to Bolzano takes you from one part of Europe to another. You leave the light-hearted chaos of a hot Italian night at the railway station in the capital and when you wake up are between steep green mountains in a fresh Alpine valley which narrows sharply as you reach Bolzano.

Though Bolzano itself is now predominantly Italian-speaking, the main square named after the medieval German poet Walther von der Vogelweide, the humpbacked Lorenzwerk Kirche, and a heavy breakfast of ham, cheese and sausage demonstrate that you are almost in a different country — the South Tirol, where the majority speak German. In Italian it is officially called the Alto Adige, after its main river.

Out of Bolzano, up the road to the pretty former Austrian spa town of Merano and on along the Passirio Valley towards the Austrian border, things become progressively more German. The place names are given first in Italian then in German (Bolzano is Bozen and Merano Meran) but the translations become increasingly artificial: the German Siebeneichen (Seven Oaks) becomes the literal Settequercie.

Red and white Tyrolean banners stream in the breeze from high-walled, still-inhabited castles perched on rocks. There are Tyrolean brass bands, the players all in Tyrolean hats and lederhosen, and you pass the house of Andreas Hofer, the most famous Tyrolean who fought against Napoleon and the Bavarians for the region's independence. Even if you go over the 8,000-ft Timmelsjoch Pass and down into the Oetzal in Austria you hardly notice any difference.

The Timmelsjoch is one of those high and remote crossings in the central ridge of the Alps, just as the Brenner, some way to the east, is a much lower and more popular one. But both

demonstrate that this is the strategic frontier of Italy and it was for that reason that Mussolini and other Italian nationalists insisted in the 19th century that the South Tirol, then part of Austria, should become part of Italy.

The region was finally ceded to Italy after the 1918-18 World War after the American President Woodrow Wilson made an exception to his own principle of maintaining linguistic borders for European ethnic groups in favour of a secure border for the young Italian state.

But the troubled history of the South Tirol in this century really began with the start of the Fascist period in 1922. Under Mussolini, rich agricultural land was taken from German speakers for heavy industry, which encouraged Italians from the overcrowded cities of Venice, Padua, Naples and elsewhere to come to the area to work. The teaching of the German language was banned but continued secretly.

After the 1939-45 World War and further repressions, the major powers in 1946 obliged Adolf Hitler, the Italian Prime Minister, to sign an agreement with Dr Karl Gruber, the Foreign Minister of Austria, in Paris. Italy agreed to give the South Tirol local autonomy as well as special measures to protect the German language. The South Tirol thus became an international affair, and because of this the German speakers are now probably the best-protected linguistic minority in Europe.

But initially the autonomous region Italy set up contained both the province of Bolzano (with its German majority) and the predominantly Italian province of Trentino to the south, making an Italian majority for the whole region. As other provisions of the treaty were not fulfilled, tensions began to rise and in 1956 Austria formally protested to Italy that the Paris Treaty had not been implemented correctly.

There followed 16 years of agitation, UN debates, a little terrorism and endless discussions in Rome, until in 1972 a new statute of autonomy and a package of measures in favour of the German speakers was passed. The province of Bolzano-Alto Adige obtained autonomous status on its own;

it was to be given new powers for control of economic development; and the principle of proportionality between the language groups was established for jobs in the public administration and the handing out of public funds.

Proportionality is now to be applied according to the latest (1981) census, which showed that 66 per cent of the 430,000 inhabitants of the Alto Adige are German-speaking, 29 per cent Italian-speaking and 4 per cent speak Ladin, a Romance language close to Latin. That census showed that the Italian population had fallen, from 36 per cent of the total in 1971, mainly as a result of emigration.

The South Tirol has been transformed in the past decade, with the German speakers becoming in almost every sense masters in their own house. The political changes have been important, as the provisions of the package have progressively been implemented, and now the Sudtiroler Volkspartei (SVP) with about 60 per cent of the vote dominates a coalition with some Italian parties in the provincial government.

But the economic transformation has been, if anything, even more profound. At the end of the 1939-45 World War, the Italian speakers were in a commanding economic position. They ran and worked in the heavy industry, and controlled the civil service. The German population was only thinly represented in the two big towns Bolzano and Merano, and most German speakers were farmers, usually tending high mountain pastures in the way they had for centuries — their bergbauerkultur (mountain peasant culture).

But pressure on land forced the younger generations of German speakers to look for jobs elsewhere. From the 1960s onwards little industrial concern began to spring up along the valleys, helped by the promotional efforts of the then leader of the local industrialists, Herr Christoph Amann, and by assisted loans from central Government. Much of the industry was craft-oriented or related to the growing tourist industry.

Industry is still responsible for only about 30 per cent of value-added in the province, and with the control of heavy industry in Italian hands, the non-Italian share is only about



Right: the town of Merano and (above) winter snow in the ski resort of Canazei in the Val di Fassa, near Bolzano

10 per cent. But the small concerns are doing better than the big ones, as they are throughout Italy; and in the Alto Adige they are mainly in the hands of the German-speakers.

The strongest sectors in the South Tirol economy are tourism, wine and fruit, and it is the province's fortune that all these benefit from strong West German demand. About 70 per cent of the tourists are West Germans; for Germans the South Tirol in the summer is the cheapest and sunniest part of the Alps. In winter there is skiing.

But the South Tirol is feeling the recession now. Returns on tourism have been cut by fewer arrivals and the fact that lira devaluations against the Deutschmark have not kept pace with Italy's inflation. The low interest rates that were available in the 1970s have now shot up as part of the credit squeeze affecting the

whole country, and investment has slowed sharply. "There was a big temptation to overinvest," says Herr Amann. "Now people are trying to realise assets rather than pay the burden of interest charges on debt, and the result is that property values are collapsing and industrial concerns are looking for partners."

The downturn in the economy is not likely to do much to diminish the latent tension between the two main language groups. The application of proportionality has caused resentment among the Italian speakers, especially in the public administration, previously their preserve. Few German speakers wanted to apply for the two-thirds of the posts made available to them in the first competition, while there were hundreds of applicants for the now sharply-reduced number of jobs available to Italian speakers, though Prof. Roland



Right: the town of Merano and (above) winter snow in the ski resort of Canazei in the Val di Fassa, near Bolzano

Riz, vice-president of SVP, says more German speakers will apply next time.

Again, the allocation of state housing on proportional lines upsets the Italian speakers, who in general are now the poorer section of the population. Almost everything in the package has been applied. However, the province is currently at odds with Rome over the issue of civil courts: the central government wants appeals in the first instance to be sent to Trento, capital of this almost powerless region, and the SVP wants higher appeals on cases concerning ethnic matters to be heard in Bolzano rather than Rome.

Naturally, the Italian speakers resent the loss of privileges. "They've now got no one to look down on," said one observer in Bolzano. But both sides attribute any problem to

race.

But in the past three to four years there have been more

than a social one: the difference between a cohesive, hard-working group of rural dwellers (the German-speakers) and a poorer, diffuse group of urban people, lacking leaders and not speaking one Italian dialect — unlike almost everywhere else in Italy.

Yet as the Italian government has implemented the package, the German-speakers, far from becoming more moderate, have in some cases become extreme. Conscious of their strength, and increasingly contemptuous of the incompetent Italian state, some of them are nurturing a fierce and utopian German nationalism, dreaming even of secession. For Dr Silvius Magnago, the veteran president of the provincial government and the SVP, secession is nonsense, and the extremism is secretly deplored by the political leaders.

But in the past three to four years there have been more

and more marches with almost Nazi-style precision by the Schutzbundler (protection bands) of the Right, and insistence upon the terms of the package has at times become pedantic. The extremists look to West Germany and the more Right-wing elements of Herr Franz Josef Strauss's Christian Socialist Union — the Munich-based politician frequently visits the South Tirol — and they increasingly ignore moderate Austria, the official patron of their cause.

Dr Magnago, who has led the South Tirol since 1960, is 68 and not in the best of health. There is no obvious successor. His very success has its drawbacks: "If Austria were some day to inform Italy that the package had now been fulfilled to its complete satisfaction, the SVP would be in real trouble," says one observer. The political outlook for the South Tirol may not be as sparkling as the light in its high passes.

- Veneto—full of wonder and enjoyment
- Veneto—ancient and authentic, like its land



- Veneto—active, enterprising and industrious
- Veneto—cradle of culture and the arts

THE HORSES OF THE VENETO REGION

Tourism

Veneto is a fortunate and abundant region. The tourist can satisfy his every desire, whether he likes the sea, beaches, lagoons, lakes or whether he prefers high mountains or hills, or the peaceful areas of the countryside. Veneto has all this and Venice too—the unique city, the enchanted and enchanting city. So it is not by chance that Veneto is the region of Italy which welcomes the largest number of tourists each year. In 1981, 43 million days' stay were recorded together with a revenue of 2,500 thousand million lire. Veneto has excellent hotel accommodation, offering its guests an authentic and delightful cuisine, and giving them a welcome that reflects the traditional cordiality of its people.

The seven provinces into which the region is divided all have their own characteristics. Venice, apart from the city itself and the magical outline of the islands of its lagoon Murano, Burano, Torcello, San Francesco del deserto, offers long beaches of golden sand, from the Lido to Jesolo, Caorle, Eraclea, Bibione, Sottomarina, Rosapineta. Padua offers its famous Basilica of San Antonio, the frescoes of Giotto, the University, the thermal basin of Abano, the pleasant Euganei hills. Treviso, with its delightfully fresh waters and splendid villas, calls you to the heavenly solitude of the Asolani hills, the turquoise Castelfranco, the much prized sparkling wine of Valdobbiadene. Belluno austere opens its chest to astonish you with the indescribable beauty of the Dolomites, the queen of the snows, Cortina d'Ampezzo, and the Alpine pools. Vicenza, serene in the beautiful countryside, protected by the Berici hills, brings to mind all the precious monuments of its Palladianum, the charm of the plateau of the Seven Cities, the emerald-green valley of the fountains of Recoaro. Rovigo heads its Polesine with savage beauty and invites you to sample the unspoiled nature of the Po Delta, full of primitive attractions. Verona is resplendent in its history, in its myths and in its monuments; it respects the musical entertainments of the Roman Arena; it satisfies the existential need for tranquility in the enchantment of Lake Garda.

This is Veneto . . . it awaits you.

Agriculture

Agriculture plays a role of primary importance and continues to represent one of the "key" points in the development of Veneto. In recent decades, and in particular the period which coincided with the passing of jurisdiction from the State to the Region, there has been a marked rise in quality with the advent of a planning process and growing entrepreneurial activity on the part of the farming community. Production is continually on the increase and more and more initiative is being taken with regard to co-operation and association between producers. They have progressed from the traditionally "poor" farming world to forming agricultural concerns capable of standing up to their Common Market competitors. Yet they have still preserved the essential features of the Veneto rural world, based on medium and small farms, predominantly under family management. Veneto is the chief region of Italy for the production of maize, with the highest yield per hectare in the world. It has also attained a leading position for its wine—a good quality product which continues quietly to capture markets, sometimes without the attention that it deserves. While, in terms of quantity of wine, Veneto is second only to Puglia, as regards quality, it is the chief region of Italy, producing a quarter of the total of guaranteed vintage wine. In economic terms, wine-producing comes immediately after livestock. The latter represents half of the gross national marketable product of the sector. It is the third region with regard to milk production with 1,200 million kilos per year, 243 dairies and cheese factories, and 600 summer pastures in the mountains. It also has an enormous quantity of cheeses, of which 3 quality ones are particularly well-known on the market: Asiago, Montasio and Grana padano. The agriculture of Veneto today constitutes a well-ordered and efficient reality which is of particular interest to the young, promoting further rural ownership. The instruments of regional planning are in progress: the draft bill on agriculture and the food and agricultural plan; others are about to be launched, such as the mountain plan, while a specific project for livestock is being studied. The region itself is operating a particular scheme intended to favour the collaboration of Veneto products on domestic and foreign markets, by establishing marks of origin and quality.

Industry

With the exception of ten or so large-scale companies, industrial production in Veneto is carried on by medium-to-small businesses and more than 130,000 handicraft firms. It is a system which is spreading like a spider's web over the entire region, involving all the seven provinces comprising Veneto: Venice, which is the capital, Belluno in the heart of the Dolomite mountains, Padua, Rovigo, Treviso, Verona and Vicenza. From this point of view, the industrial development of Veneto has had a profoundly different history from the rest of Italy and from the greater part of the countries of the western world. In fact, it evolved gradually but constantly, keeping the urban and rural panorama almost unaltered, avoiding large concentrations (with the exception of Porto Marghera) and those features of "wild" urbanization that have caused so many problems elsewhere. At the same time, this system has been shown to be the most capable of responding positively to the demands of a continuously-evolving market and to the difficulties caused by the world economic crisis. Each firm, both handicraft and small-to-medium, has in fact been in a position to reconvert in a short time its own production, continually adapting it to changing requirements, but at the same time it has maintained those high standards of quality which are essential to establish a product on both domestic and foreign markets. Among the main products of these firms we should mention those connected with the so-called fashion industry, textiles, clothes, shoes—especially sports shoes—and furs. Other large productive sectors are furniture—modern, classical and period; spectacles (developed particularly in Cadore), marble (exported all over the world, with good prospects in the Arab countries); gold and silver plate (the province of Vicenza is the capital of the world both in terms of the quantity and quality of the precious items produced). Separate mention should be made of those craft products which are so famous that they almost need no introduction: glass from Murano, lace from Burano and Bassavese ceramics. Finally, there is no shortage of high-technology products in the field of machine tools, mechanics (agricultural and urban machinery, also in service in the United States, are produced by Veneto factories), thermomechanics, components and electronics.

Culture

It is difficult to classify the regions of Italy on the basis of the cultural contribution that each has made both in absolute and relative terms to the progress of humanity. One thing is certain: Veneto is second to none. There is not a corner of this complex and varied region that does not show evidence of its participation in the history of civilization. The temptation is almost irresistible, to all those who go to Veneto, to regard it solely as a splendid festival of art. But reality shows the value of Veneto culture and its possibly unique characteristic: that of a life-style which synthesizes, while still respecting, the infinite, unmistakable, particular aspects of individual contributions. From the past millennium of grandeur, Veneto and Veneto draw energies for their own cultural progress, still inspired by the fullest range of objectives and by concreteness of action.

Of the many facets of this action, some are concentrated in the capital, others are spread throughout the seven provinces. In the field of higher education, an institution of worldwide importance is the age-old University of Padua, which the Venetian Republic wished to keep symbolically unique. Recently, one of its buildings in Verona was elevated to the status of an autonomous University. No less important, for typical Veneto business and artistic careers, are the University of Ca' Foscari, the Institute of Architecture and the Academy of Fine Arts. But there are other cultural centres and institutions of international interest, such as the Biennial Exhibition of Visual Arts; the Biennial Exhibition of the Cinema, whose festival is returning to the annals of a particular period; the Biennial Exhibition of the Theatre, which has rediscovered the old enthusiasm of the Venetian Carnival; the Cini Foundation, whose high-level activities are echoed in every corner of the civilized world; the Centro di Palazzo Grassi, a source of initiatives in the art world; and finally, a whole series of minor, though no less active and prestigious, organizations. The cultural life of the other towns of Veneto is also intense and of a high quality in its various sectors: from music to painting, from science to the theatre and cinema. We should also mention the operatic company of the Verona Amphitheatre with its open-air season, the Accademia Olimpica di Vicenza and the Accademia dei Concordi di Rovigo. Our review, however, is incomplete: cultural Veneto offers much more.

NORTHERN ITALY IV



The town of Torno on the eastern shore of Lake Como. Despite some modern ravages, Italy's lakes remain as beautiful as when they were written about by the poets

THE LAKES

Campaign to attract more tourists

Overcrowding and pollution threatens the classic beauty of the lakes, but more staying visitors would give the region new life, as Rupert Cornwell reports.

NATURE HAS endowed Italy magnificently—better, many a cynic has been tempted to add, than its inhabitants deserve. But Italy has few splendours to match the lakes hewn by glaciers across a swathe of its sub-alpine north, from Lago d'Orta in the west to Lake Garda in the east.

Inhabited for thousands of years, and increasingly victim to the twentieth century problems of overcrowding and pollution, the lakes are a quintessentially Italian blend of natural beauty and spectacular human occupation.

The poet Shelley wrote of Lake Como: "The union of culture and the untamable profusion and loveliness of nature is here so close that the line where they are divided can hardly be discovered." Today, despite the

algae which in some places has turned the lakes from a crystalline blue to a murky brown-green, and the occasional piece of floating litter that observation remains broadly true.

Not the least striking aspect of the lakes—or at least the big ones—is how different they are. The huge expanses of the largest of them, Garda, beloved of the Roman poet Virgil among many others, contrast with the faded elegance of Lago Maggiore in the west, and above all of Siresa, its most famous resort. Siresa's atmosphere is akin to that of Biarritz in France—part of another age. The sensation is heightened when mist or heat haze surrounds the Borromeo Islands, and the baroque palace and terraced gardens of the Isola Bella take on an ethereal disembodyment.

Then there is Lago d'Isèo, the smallest of the "big four" Italian lakes—Lake Lugano is largely Swiss—on whose northern shores enthusiasts still pan for gold around the estuary of the River Oglio. Just to the west of Lago d'Isèo is Lake Como, shaped like an inverted Y. It appears the most wild and unweathering of the lakes, yet its

narrow waters flanked by steep slopes covered in chestnut trees, are bordered by olives, cypresses and oleanders.

The Mediterranean micro-climate created by the waters of the lake, helps to keep the winter temperature higher than on the plains to the south, while the mountains around are covered with snow. The visitors to each lake differ too: Garda has always been favoured by the Germans while the English, on the other hand, are still the most numerous visitors to Lake Como.

As well as this group of large lakes are a dozen medium-sized ones and more than 1,000 small Alpine lakes. Not only does Lombardy, Italy's richest and most powerful economic region, contain cities like Milan, Bergamo, and Brescia (as well as Como itself, the most important silk manufacturing centre in Europe), but also 1,900 sq km of lakes, equivalent to 4 per cent of its total area. The worries about pollution may thus be easily understood.

Broadly, the rule of thumb is that the larger the lake, the better its chances of coping with pollution. While several

of the smaller lakes, such as those of Varese and Pustiano (near Como) are severely—perhaps irreparably—damaged, others have largely escaped the worst.

According to Prof Ettore Grimaldi, director of the Italian Hydrobiology Institute, Lake Garda is the best conserved, followed by Como and Maggiore. The main problem is "eutrophication"—the process whereby nitrogen and phosphorus discharged into the water in both human and industrial waste provoke an abnormal growth of algae. This in turn dies and rots, releasing gases which destroy other aquatic life.

However, the remarkable thing is that the damage is not worse, given the difficulty in Italy of enforcing anti-pollution controls, and the scant long-term attention attracted by the problem. A law that would force companies to meet stricter cleanliness norms has been repeatedly postponed, while a government decree of 1977 giving wider powers to the regional authorities over lakes and rivers used for tourism has proved unsuccessful.

On some lakes, two-thirds of the shoreline is controlled by private interests. As so often in Italy, moreover, the profusion of administrative layers, stretching from central government down through regions, provinces and communes, has led to delays and bureaucratic confusion.

Even so, progress is being made. Lake Como, for instance, is still reasonably stocked with fish, and swimming is banned in only a few places. In an unusual venture, local authorities and private industry have joined forces to instal a water purification plant (called Comodepur) which already treats 80 per cent of the industrial effluent discharged into the most polluted part of the lake, the arm stretching down to Como itself. Within a few months the coverage should be 100 per cent.

Curbs on pollution however are but one aspect of the campaign to give new life to Italy's lake district, and so attract more tourists. For too long, officials agree, the area has lived on its laurels. Little has been done to change the traditional "elite" image of the lakes, to attract more residential visitors instead of the

"transit" tourists. These are the holidaymakers who stop off for a few days by the lakes, en route for the sea, and the weekend migrants from Milan and other big cities.

Nobody wants to see the worst excesses of mass tourism brought to the lakes. But low occupancy rates of hotels, the comparative absence of younger tourists (at least in the fashionable resorts like Siresa) is causing growing concern. Many local authorities are aiming to attract congresses, and are planning much more vigorous promotion abroad. Others feel that restrictions on building (imposed with the laudable goal of preventing speculation that would have ruined lake landscapes) have now become so severe as to thwart even reasonable plans for development.

"In the past we've done too little," said an official in Como. "People didn't pay much attention to tourism when there were more than enough jobs in industry. But that's changing now, and the tourist sector is bound to be more and more important as a source of jobs. And that means we've got to go out and sell ourselves."

TURIN

Resilient centre coping with crisis

Turin is in the grip of change. Its contrasts make it one of Italy's most fascinating cities, says Rupert Cornwell.

FEW CITIES have as many faces as Turin. The ordered leafy boulevards of the centre, and the opulent streets lining the River Po are reminders of nothing so much as parts of Paris. Then there are the dignified palaces which testify the five years between 1890 and 1894 when the city was the capital of a new Italian state.

Little more than a mile away begins the other Turin, the Turin of sprawling Fiat plants, and beyond them the expanses of bleak tower blocks where Fiat workers mostly live. Just across the Po you enter yet another world, of the "collina," the lush hillsides where top Fiat men, Juventus footballers and other city notables have their villas, commanding magnificent views across the smokestacks and the steeples of Italy's engineering capital to the white-capped Alps beyond.

The juxtaposition of these contrasting worlds makes Turin one of the country's—and perhaps Europe's—most fascinating cities. No one would claim it is among the most beautiful; many (including the non-Turinense forced to live there) argue that it is secretive, claustrophobic and provincial.

Not for nothing has Turin generated a rich literature. The late Giorgio Amendola, of the Italian Communist Party, described the city as a laboratory. And now, as before, what is happening in Turin today may be a foretaste of Italy tomorrow.

Turin and Piedmont were prime mor- s in the unification of Italy. Three decades later, in 1899, Fiat was founded, and in the city's industrial workshops forged the soul of the country's Communist Party, the PCI Antonio Gramsci, the most creative thinker produced by the PCI, spent his most formative years there, before Mussolini threw him in prison.

More recently Turin saw the huge post-war immigration from south to the north: as the post-war miracle took place, 1.2m more than half the city's 1.2m people are of southern origin. Turin, indeed, has been described as the third largest city of the Mezzogiorno, after Palermo and Naples. In the second half of the 1970s it provided one of the most perfect examples of how the modern country's social shortcomings produced terrorism. Yet today, nowhere has terrorism been so



The huge Fiat works at Rivalta, one of the many faces of Turin

thoroughly rooted out.

Then came the Fiat strike of October 1980, which marked the beginning of a management's counter-offensive against the unions. Today the city is in the grip of the crisis affecting traditional industrial sectors such as cars and steel. How it copes will set the pattern for how other old-established industrial centres cope—and even may indicate whether Italy is about to make the transition from the industrial to the post-industrial era.

To the outsider, this looks a depressing chapter in Turin's affairs. Fiat is painfully adjusting to the realities of the 1980s: unemployment has grown by 30,000 in the past two years, the city seems marooned on the north-western corner of Italy, increasingly outshone by Milan as a focus for progress. And yet people are surprisingly optimistic.

Perhaps it is just the native resilience of the place. "Turin has been shaped much more by the mountains than the plains which stretch away east," says Prof Luigi Firpo, of Turin University, and author of a book on the city. "The Piedmontese is serious, determined, and aware that he has to look after himself. It's not that we are cleverer than other people, probably we're more obtuse, that's why we'll find a way out of the present difficulties."

Certainly the Piedmontese are different. The French influence is not only a matter of architecture: Piedmontese cooking has a French richness and delicacy. Its people have a logical way of looking at things that ill fits with most of the rest of Italy. Giolitti, one of the country's more successful prime ministers and also a Piedmontese, once remarked that he was too pragmatic to make a good job of

governing Italy. Nowhere has the good sense been more evident than in the seeming eradication of terrorism. In December 1979 extremism had reached such a pitch that three separate assaults on Fiat plants were staged in a single morning. But since early 1980 the city has not suffered a serious incident.

Much credit is due to the Communist Party, by common consent. "When the party realised that it wasn't just Fiat but the whole city that was under threat," said a Turin city councillor, "Orders went out, and the factories stopped being a breeding ground. This is a city where the systems are all-powerful; with organised labour as well as organised against them, the terrorists simply no longer had any room left in which to work."

Most people also praise Sig Diego Novelli, Turin's Communist mayor of seven years, for his intelligent handling of the city's affairs in a particularly difficult period. Novelli, as sad-faced as he is conscientious, is now throwing his weight behind the so-called Mi-To project, for closer, more rational links between Turin and Milan. The aim is to bring Turin in from the cold, to create the conditions for development of the services sector where the new jobs of the future will arise, and to cut out unnecessary duplication with its traditional northern rival.

But in other ways, perhaps more frivolous but no less significant, the city is picking itself up—thanks it should be said in some measure to Fiat, and the Agnelli. "It is said,

CONTINUED ON FACING PAGE

CREDITO ROMAGNOLO
Joint Stock Company
Presidency and Head Office in Bologna
BANK ESTABLISHED IN 1896

Highlights from the latest annual report as of December 31, 1981
(Billion of Lire)

Managed Funds	6,415
Deposits	4,610
Cash Financing	2,478
Non-Cash Financing	431
Capital and Reserves	431
Net income for the period	20.9

181 Branches

Main Branches at: Bologna, Ferrara, Forlì, Milano, Modena, Ravenna, Reggio Emilia, Rimini, Roma.

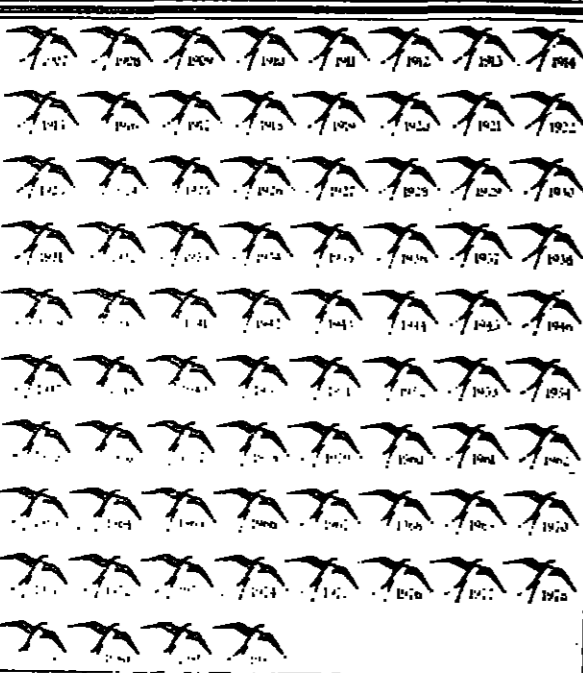
Banca Popolare di Abbiategrosso

33235 ABIBAN I

FROM THE BALANCE SHEET 1981
(IN BILLION LIRE)

TOTAL ASSETS	589
DEPOSITS AND CA/C	434
COMPANY'S ASSETS	72
PROFIT FOR THE YEAR	6

18 BRANCHES IN THE PROVINCE OF MILAN, ITALY.



ONE SWALLOW DOES NOT MAKE A SUMMER. BUT 75...



CREDITO COMMERCIALE
19th MARCH 1907 - 19th MARCH 1982

Not even Marco Polo could have expected a daily readership of 4.546.000* for his reports.

You can, by ringing London 3857723.

By doing so you will discover that Corriere della Sera has on average 2,525,000 readers a day with a high ABC profile (80%), that not only is it the most important Italian daily but also the unique European daily paper to be at the same time, the most authoritative and the most widely read.

That La Gazzetta dello Sport is the second Italian daily, with an average daily readership of 1,961,000, mostly men (86%), young (59% are 15-34 years old) and ABC (67%).

That Corriere Medico is sent daily to 60,000 doctors, a target area of professional men that has a very high purchasing power of upmarket goods in Italy.

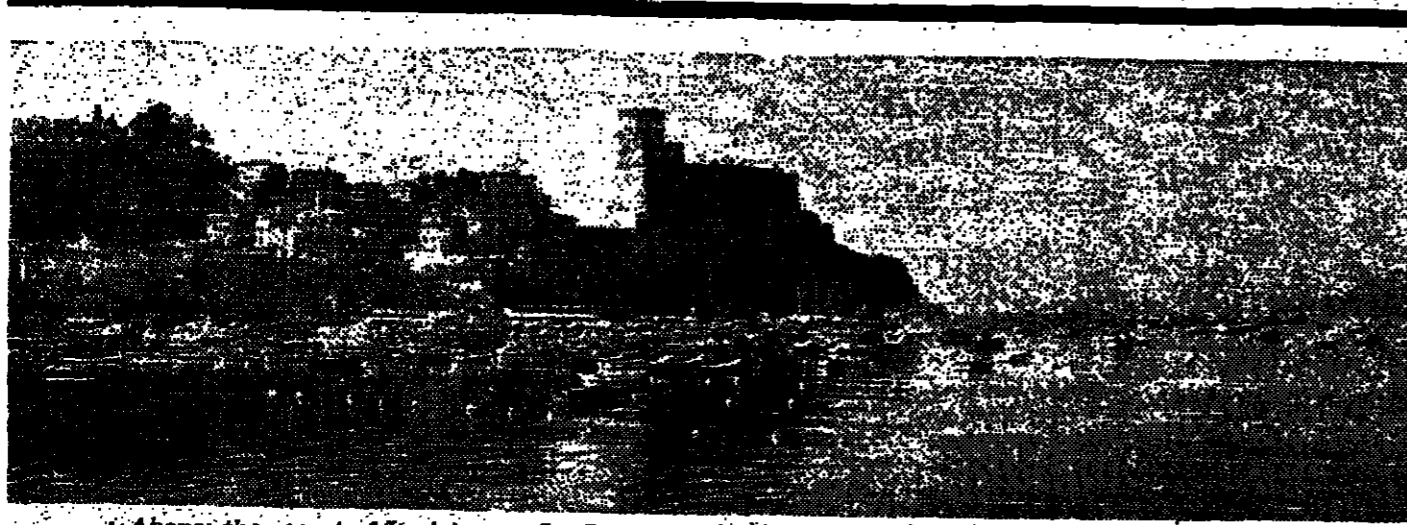
Lastly, by calling this number you will have at your disposal a staff of knowledgeable consultants highly experienced in the Italian market information and media planning service, to help you solve your communication problems in Italy.

- Other sole representatives in the world:
- Paris tel. 5006608 - Hamburg tel. 5110031 - Basel tel. 226575 - Lausanne tel. 207151 - Genève tel. 291211 - Bruxelles tel. 6498130 - Wien tel. 757684 - New York tel. 5759292 - Athens tel. 6929607 - Amsterdam tel. 178795 - São Paulo tel. 8534842 - Barcelona tel. 3020508 - Toronto tel. 3642269 - Stockholm tel. 223000 - Porto tel. 29992 - Tokyo tel. 4454375 - Johannesburg tel. 8365978 - Sydney tel. 9222677.



GRUPPO RIZZOLI-CORRIERE DELLA SERA

NORTHERN ITALY V



Above: the resort of Lerici, near La Spezia on the Ligurian Riviera and (below) buying fish in Genoa's fish market



Trevor Humphries

LIGURIA

Small but rich

LIGURIA IS one of the smallest regions in Italy but statistics show that it is one of the most prosperous. It forms a long, narrow strip running from the French border round the Gulf of Genoa to La Spezia.

Most of the land is mountainous, but between the mountains and the sea are areas of reasonably flat land, on which are built both the resort towns of the Italian Riviera such as San Remo and Portofino, and the industrial and port city of Genoa.

Despite a comfortable prosperity, Genoa is in relative decline compared with other cities of northern Italy. Its port suffers low productivity and declining traffic, and much of its industry is in traditional large-scale sectors which are doing badly.

EMILIA-ROMAGNA

Farming's heartland

James Buxton looks at the southern half of the Lombardy Plain.

THE ITALIANS have discovered a new way of looking at their country. It used to be divided between the rich North and the poor South, with the only debate on whether to put the border between the two just south of Florence, or just south of Rome. But now the fashion is to divide the country between west and east.

On the western side are most of the great cities: Turin, Milan, Genoa, Rome and Naples. They and the areas between them have in common the dominance of large institutions—big private companies, massive banks, state-owned industrial concerns and the colossal civil service—and a somewhat faltering prosperity.

On the eastern side of the peninsula, on the other hand, the dominant institution is usually the small company, the little co-operative and the medium-sized towns. The local economy is still buoyant, the people content. From the Veneto in the north, across the Po Valley, down to the east coast and into Puglia—the richest part of the Mezzogiorno—the argument holds. Nowhere does it hold firmer than in Emilia-Romagna.

Emilia-Romagna consists of the southern half of the Lombardy Plain, from the River Po to the Apennines. It looks very neat on the map: the Apennines end in an almost straight line; just north of them runs the Via Emilia, the Roman road from Milan to the Adriatic near Rimini. And along that line, now matched with autostrade and railways, is a succession of towns, from Piacenza near the border with Lombardy, through Parma, Reggio Emilia and Modena to Bologna, making up Emilia, then on to Forlì and the sea in Romagna. Ravenna and Ferrara, north of this line, are almost the only major towns not on the Via Emilia.

The plain, making up half the region, is almost uniformly flat, and might seem dreary but for the graceful Lombardy poplars around the solid farmsteads. The coast, except for some hunting marshes near the mouth of the Po, is a deplorable spectacle of chaotic development and crowded beaches. The border of the region with Tuscany runs along the central ridge of the Apennines, where it can still snow in early summer. The mountains give way to gentler hills which decline into the plain, divided by broad rivers that are almost completely dry in summer.

Some 4m people live in the region, nearly half a million of them in the regional capital, Bologna. The cities all have their treasures, such as the frescoed baptistry of Parma and the Byzantine mosaics of Ravenna, but the region is often passed over by foreign visitors. This is a pity, for they are not only missing a region that is representative of modern Italy—with almost half the population voting Communist—but also the one with arguably the best food.

In the Apennine foothills above Parma is the little town of Langhirano. It is quiet and leafy, and would be unexceptional but for the many strange-looking buildings that stand on their own rather like churches. This is the centre of the Parma ham industry: the buildings each contain thousands of hams, hanging for a year to season in the relatively fresh upland air. The unfortunate pigs which provide them can be seen here and there in the surrounding farms.

The Parma hams, which are also produced in the adjoining province of Reggio, are a reminder that this is the richest agricultural region in Italy. Near Parma are the establishments where Parmesan cheeses are made, but the bulk of the agricultural land in the region is given over to growing fruit, wine, sugar beets and maize.

The story of the development of Emilia-Romagna starts with agriculture. Whereas the cities of the old industrial triangle—Milan, Turin and Genoa—developed their industry in the late 19th century and early in the 20th, Emilia-Romagna was

still predominantly agricultural after the 1899-45 World War. More than 50 per cent of the population of the region was still employed on the land in 1950, but by 1980 this had fallen to 36 per cent. Now it is below 15 per cent.

But as other sectors, most obviously industry, have grown, farming has not been left behind. It has constantly been modernised, helped by the replacement of archaic land holding systems, a flow of agricultural credit for investment and better organisation. Food processing is a major industry in itself.

Part of the strength of agriculture in the region is due to the fact that farmers are far more prepared than in many parts of Italy to form co-operatives—both for the production and marketing of crops. In the areas near Ravenna and the sea some co-operatives actually own the land and have an even higher degree of interdependence. It is partly from these co-operatives that the Italian Communist Party draws its strength, though others are affiliated to the Socialists and other parties.

Post-war industrialisation, when it came, strongly reflected the agricultural origins of the population in the almost inevitable way farms became cottage industries. There were and are large-scale industries—such as Fiat Trattori, which makes tractors at Modena, and large chemical plants now belonging to Montedison and the State group ENI at Ferrara and Ravenna. But the region was generally less favoured for outside investment, partly for fear of its communism.

This very fact actually gave impetus to small companies: in the late 1940s and early 1950s the big employers purged their companies of the leading communist trade unionists. Since the trade unionists were often some of the most enterprising people they employed, they were well able to set up businesses on their own account.

The economics professor and former industry minister Romano Prodi has identified two models in Emilia-Romagna. The first is the "imitative" model where dozens of entrepreneurs have given birth to enterprises such as Carpi, near Modena, the biggest knitwear centre in Europe, and Sassuolo, also close by, which concentrates on ceramic tiles.

The small businessmen, highly motivated but using basically simple technology, can innovate fast, adapt to market conditions and set out to master foreign markets. Any technical innovation almost immediately becomes common property and the basic resources, in industries where vast amounts of capital and economies of scale are not needed, is flexibility.

The second category Prof Prodi calls "Economy of scale at the level of the system rather than the company", and unlike the first category involves companies that are not all the same size but which are complementary to one another. The most obvious example is the Italian machine tools industry, centred on Bologna (Italy is the fourth biggest exporter in the world). The industry's medium-sized companies rely on the smaller ones not just for some components but often for the manufacture of whole units that are too specialised for them to make and assemble economically themselves.

Thus within the system exists the capacity to undertake highly-specialised work, yet because the system is so large and comprehensive it enjoys an overall economy of scale. The crucial element, according to Prof Prodi, is that every company involved knows exactly what every other company is doing and can produce.

Even so, it baffles many an outsider that such systems can be so successful. The figures show, however, that seven out of eight of the region's provinces are in the top 20 in Italy in terms of income per head.

But according to Sig Germano Bugarelli, who is the Communist regional "Minister" for planning and economy, the recession could not have come at a worse time and in a worse form for Emilia-Romagna and its special type of development.

The lay-offs that have taken place aren't important in themselves," he says. "The trouble is that recession involves this very tight monetary policy. It is hitting the companies with a low financial base just at the time when they ought to have been investing to improve their quality and their value added."

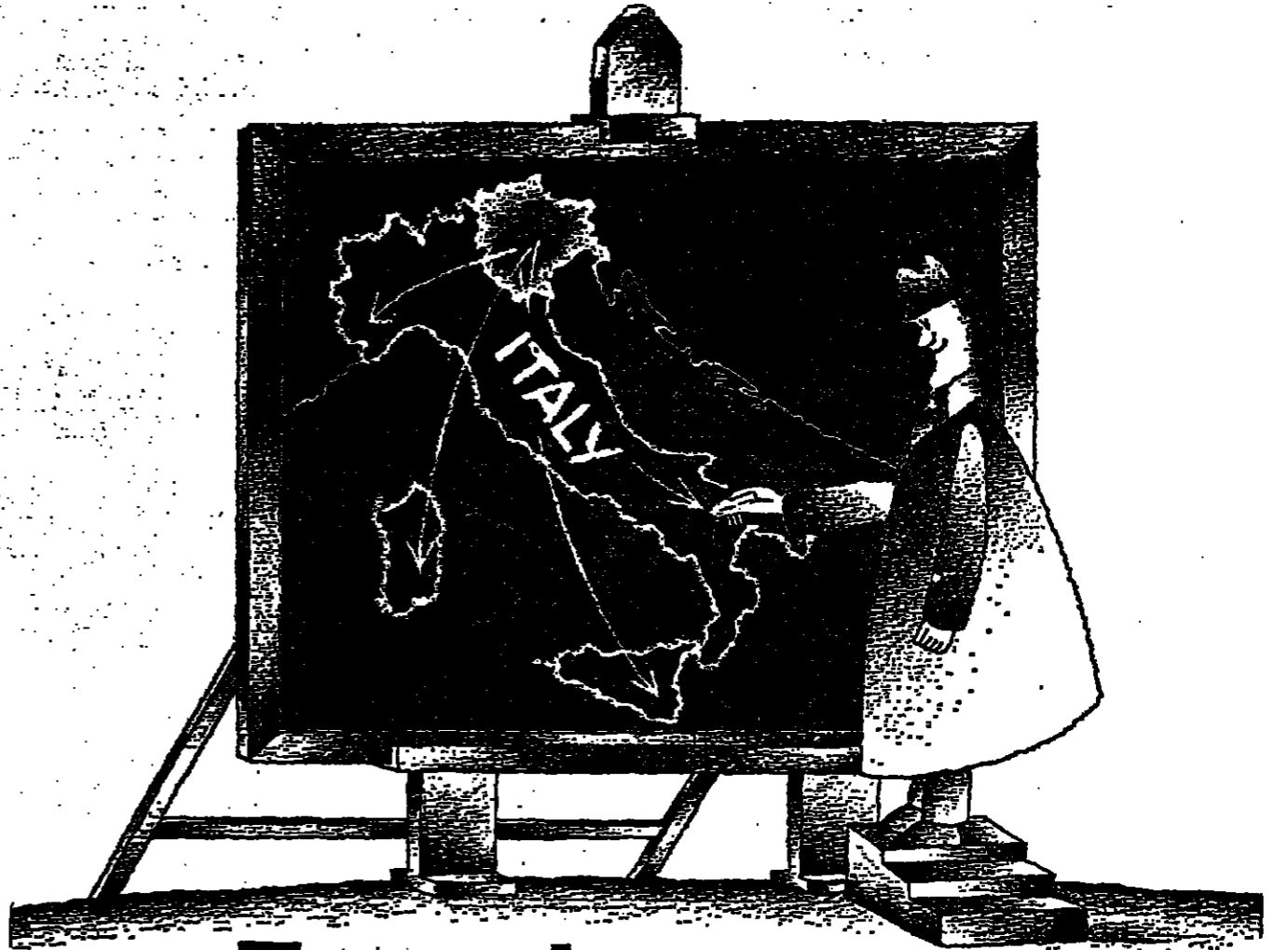
He argues that the region's industry has produced some stunning results in the past decade—Emilia-Romagna has the fastest economic growth of any Italian region—but now needs to make good past technological deficiencies, be more effective in overseas markets and introduce more data processing systems.

The regional government is trying to assist the upgrading of industry by establishing research centres: one has been established at Carpi for the clothing industry and another is to be created at Reggio nell'Emilia for the design of agricultural machinery. But the position the regional government finds itself in emphasises the dilemma of the Communist Party (PCI) in administration everywhere in Italy.

Their problem is not so much political differences with a non-Communist central government—though these can be important—a plaintive sign on the way into Parma effectively blames the rottenness of the road on the refusal of central government to help a PCI administration. It is more that the Communists believe in a firm economic policy and in planning, neither of which exist at central government level. Italian government economic policy is only monetary in nature, and cripples investment, and the absence of national planning makes nonsense of the detailed strategies that the PCI-controlled administrations draw up—for they never know if Rome will ever contribute.

All this only reinforces the Communist Party, which has powerful roots: historically in anti-clericalism (for much of the region was once a Papal domain); then in the struggle against fascism and the Germans by the partisans towards the end of the 1939-45 World War, which politicised the rural dwellers; and by the anti-communist drives in industry in the early 1950s. Yet it is a communism of the individual, as one might expect in Italy, with none of the monolithic structures, not to mention dictatorships, of Eastern Europe.

As a result, some of its proponents find it hard to distinguish much of its practice from capitalism.



From here, we serve you Italy-wide

An area that counts in Italy, the North-East, is blanketed by our branch offices. Our organisation operates in all corners of Italy; which also count.

Banca Cattolica del Veneto

A Centre Promoting International Trade A FURTHER RECOGNITION OF THE ROLE OF THE MILAN INTERNATIONAL FAIR

Once more this major commercial and cultural event has played—with high prestige and great experience—the role of supplier of highly specialised services aimed at promoting and facilitating meetings designed to favour the exchange of goods, products and ideas at a world level.

All those who were actors and spectators have unanimously recognised that the 60th International Milan Fair has recorded a moral and material success, ever more significant because, while not dissimilar from the previous editions, it has been more dynamic, more concrete, more active.

Those who are responsible for the Fair cannot be but legitimately satisfied. In fact—through the greater interest of Italian and foreign politicians and the daily arrival of official and private commercial delegations from all over the world—they were able to appreciate the positive and implicit recognition that the Fair has gained in the context of world economy throughout the year.

Even more concretely, almost all exhibitors (8,702, of which 2,719 from abroad, representing 86 countries and territories including Italy) not only declared themselves satisfied with the response that was beyond all expectations, but also announced their firm and unconditional engagement to participate in the future editions of the April General Fair. Finally, the general public was enthusiastically satisfied. Even the most critical observers were considerably impressed by the great number of visitors, which was much higher than in previous Fairs. The Italian and foreign public—and in the first place many thousands of young visitors—proved to be scrupulous and well prepared showing a great interest in the exhibits and looking for everything susceptible of stimulating its inexhaustible imagination and especially its ardent wish to live in a better world.

Without being easily optimistic and without talking about signs of recovery, we can say that the 60th edition of the Milan Fair succeeded in stimulating not only Italian but also world economy. This is an aspect which is worth emphasising when considering that the general situation has not improved but, on the contrary, has further worsened as compared with the early months of the current year.

The Milan Fair has yielded truly positive results because of a brisker domestic demand for consumer goods as well as for investment goods in sectors that give a contribution to the technological modernisation of all production structures. Another highly positive element is the increased interest of foreign businessmen who made the market particularly alive and who found the most complete assistance and support to favour all encounter and business opportunities in the Foreign Trade Hall of CISI (International Business and Meeting Centre)—the heart and brain of the entire organisation structure of the Milan Fair.

Finally, the general public was further improved following the expansion of existing services through the contribution of telematics, which will be made available to both Italian and foreign exhibitors and businessmen. However, even the moral survey of the results of the 60th International Milan Fair also includes other aspects. During the ten days of the Fair, conferences and meetings represented a significant element recording the presence of scientists, researchers, specialists, politicians and representatives of the industrial and business circles from all over the world.

Over 70 conferences, congresses, meetings and round tables held during the course of the Fair discussed problems of zootechnology, hydroclimatology, industrial and pharmaceutical chemistry, telematics, recovery of dispersed energy as well as highly scientific problems such as those concerning seismic and drought in Africa. The latter subject was included in the broader context of the topics discussed in the frame of the "African Week", which was organised by the Fair upon request of the twenty African countries which have had for a long time permanent trade offices at Palazzo Africa, in the Fair Quarter. These offices are operated throughout the year in view of fostering political, trade, cultural and tourist relations with Italy, with Europe

and—through the April General Fair and over 70 specialised exhibitions organised in the frame of the "Great Fair"—with the entire world.

In addition to the previously mentioned events, other meetings and encounters were held during the 60th Milan Fair, which played its primary commercial role by putting in touch exhibitors and businessmen who have thus had the opportunity to renew already existing relations, to establish new ones and, above all, to exchange and update their experiences and opinions. The establishment of closer relations is needed in view of a more intense and fruitful co-operation from which source of future developments world economy may benefit.

The Milan Fair can also boast another special feature: each edition of the April General Fair presents an absolute novelty. This year, in order to meet the specific and persistent requests from particularly important commercial sectors, five specialised exhibitions mainly reserved for businessmen were organised.

The Goldware, Silverware and Precious Stones Exhibition—held during the entire Fair period—was exclusively reserved for businessmen. The general public was admitted to the pavilion for only two days while free access was permanently allowed to the show set up to illustrate the most significant stages of the whole sector by the display of old gold and silver items, of modern Italian jewels and, in particular, 150 naturally coloured and differently cut diamonds belonging to De Beers' "Fancy Collection". Another interesting exhibition of the production of the Italian graphic industry, "Print Italy", was held from April 14 to 17 in order to draw the attention of foreign businessmen to the high technological level reached by Italy in this sector. Even in a difficult economic situation, such as the one we are going through, Italian companies succeed in restraining production costs and in keeping high the prestige of "printed in Italy" products by continuously introducing technical innovations.

From April 14 to 18 the Milan Fair hosted the "First International Exhibition of the Scientific and Technical Book", which was organised in co-operation with the Province of Milan and the Italian Publishers' Association under the sponsorship of Lombardy Region. This initiative was aimed at making Milan a specialised meeting point devoted to the documentation and the updating of scientific publications.

April 18 and 19 were also the opening and closing days of the 3rd edition of MOSAN (Exhibition of Sanitary and Scientific Equipment and Hospital Facilities) where machines and equipment for hospitals, clinics and laboratories were displayed.

Finally, from April 20 to 23, the exhibition of Informatics and Telematics was held. The programme also included a conference on "Telematics, Target 2000". Other novelties were the exhibition devoted to "Man and the Mountains" outlining the socio-political and economic situation of mountain communities, as well as the "Citadel of energy", which was organised in the frame of attention of visitors of the Milan Fair to energy problems. In the frame of "Intercientia '82" a historical didactical exhibition was organised on "Earth dynamics: volcanoes and earthquakes."

Finally, to celebrate the 60th edition of the General April Fair, a documentary review was organised on the Milan Fair, from the first exhibition set up on the city walls near Porta Venezia in 1920 to the present time.

To end this short review of the 1982 Milan Fair, it has to be pointed out that this event has had a positive impact not only on Milan but also on the whole of Italy. If nothing else for the induced effects that the General April Fair as well as the specialised exhibitions organised in the frame of the "Great Fair" have on Milan, on Lombardy and on Italy.

Fiera di Milano, L. Largo Domodossola, 20145 Milano, Italy.

MANAGEMENT: Marketing

PUBLIC RELATIONS

An uncertain role

PUBLIC RELATIONS is a term which often evokes negative responses. Many line managers perceive PR as a parasitic luxury, the sole job of which is simply to support sales through product mentions in the Press...

response, given that the 70 companies picked were all members of the Institute of Public Relations. A number of those companies explained that they did not have a job description for PR or, if they did, that it was out of date.

relations policy, "despite the fact that some sort of PR policy—explicit or implicit—usually provides important 'boundary lines' for the PR function."

The merit of a view from the outside



John Kerridge: keenly aware of the role and value of PR

WHEN John Kerridge became chief executive of Fisons in June 1980, one of the early decisions he made was to close down the group's in-house public relations department.

calls "inaccurate slants" (cynics might call them pertinent points) could have emerged. Corporate PR, Kerridge feels, needs to be put "on a planned footing, and not just be fire brigade work."

ADVERTISING Come rain or come shine



Philip Pinnegar: his "Thermal Pack" allows Capital Radio advertisers to take advantage of the vagaries of Britain's weather

IF IT'S hot and sunny today, you might hear a commercial on London's Capital Radio for Coppertone sun lotion or Heinz's canned salads. But if the temperature is below 20 degrees centigrade and the weather cloudy, then you're unlikely to hear them—because they will probably not be broadcast.

track record is usually very good. He also argues that the importance of the Thermal Pack lies in that it concentrates advertisers' minds on the flexibility of radio as an advertising medium.

Cost-effective Yet advertisers have not exactly been beating a path to Capital's doors in the Euston Road to take special advantage of the "Thermal Pack".

Making a choice from video

HOW DO you choose a public relations consultancy from among the many that exist in the UK? One way is to look at video cassettes; a number of consultancies are now using tapes to help companies choose the right type of PR outfit.

difficult process of approaching each one individually. For a fee of £100, companies get a confidential dossier on each consultancy and view—at the Register's Shaftesbury Avenue, London, offices—up to 10 video presentations outlining how each consultancy has developed three particular public relations campaigns.

tations on video, companies can save time by eliminating those consultancies not offering the type of service they seek. Among the major consultancies on the PR Register are Biss, Lancaster, Communications Strategy, Good Relations, Dewe Rogerson, and Charles Barker Lyons.

David Churchill

TECHNOLOGY

RAY DAFTER asks: are major energy corporations downgrading the other choices?

Unsolved conundrum on problems of renewable energy

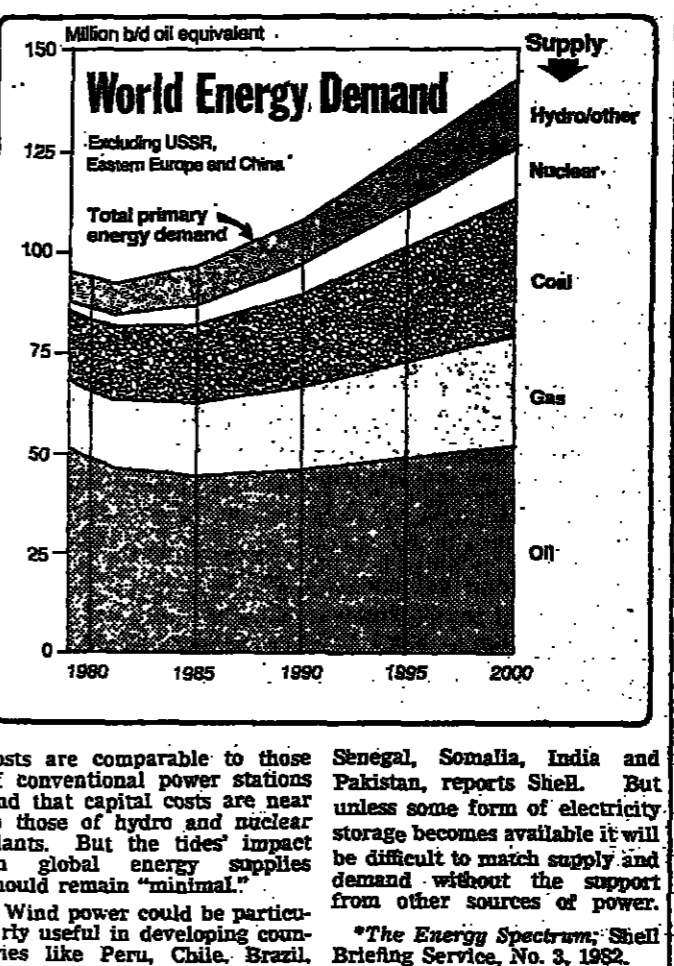
ARE THE major energy corporations deliberately downgrading the potential of renewable energy sources to further their own crude oil and natural gas interests? Or are they merely taking a hard-nosed, business-like approach to the most sensible use of various energy sources?

winds or tides would cost the equivalent of over \$16 a barrel. The energy industry's cancellation of major alternative fuel projects—schemes to turn coal into oil or gas and plants to extract liquids from shale or tar sands—has demonstrated that new sources of energy are not needed at present, nor economically justified.

Technical production cost (\$ per barrel of oil) Middle East oil (existing fields) 1.1-4.5 North Sea oil (existing fields) 5.7-22.8 Liquids from oil sands/shale (N. America) 17.1-45.5

Shell points out it has sustained an annual growth rate of 3.3 per cent over the last half century. Current hydro-power supplies one fifth of total electricity in North America, over a quarter in Western Europe and 35 per cent in Japan.

significant for countries seeking to be less dependent on imported oil. Geothermal energy, obtained from the heat in the earth's crust, currently accounts for 0.1 per cent of worldwide electricity output.



Microprocessor control Turbine blade damage

THE NEED to put identification marks onto turbine engine blades without damaging them prompted Rolls-Royce to develop a microprocessor controlled marking machine.

Pryor & Son, Sheffield, which has developed the machine for other applications. The instrument produces characters using a 7 by 5 dot matrix without stress to the item. The dots are produced by a tungsten carbide tipped stylus.

Does your company require electronics expertise?

EDI will provide an efficient and professional service for consultancy, design and manufacture and test. D.O.L. authorised microprocessor consultant.

Call EDI Electronic Engineering Limited 163, Ranelagh Road, Ipswich on (0473) 211232 for further information

Elaine Williams reports on metal oxide semiconductor Major restructuring in processing

THE SEMICONDUCTOR industry, so often the instrument of upheaval in other industries, is now undergoing a major restructuring in its processing technology.

By 1980 it is forecast that the U.S. market for silicon chips will be worth \$7.5bn compared with a mere \$7bn today. CMOS accounts for around 22 per cent of today's total, but it is estimated that this percentage will reach nearly 50 per cent by 1990 and will be 80 per cent by the end of the century.

lose their market share. By 1980 it is forecast that the U.S. market for silicon chips will be worth \$7.5bn compared with a mere \$7bn today.

Optical fibre Evaluation kits

EQUIPMENTS that have RS232 or 20 mA ports can be connected together to assess the merits of optical fibre communications using a two way evaluation kit.

Measuring Water

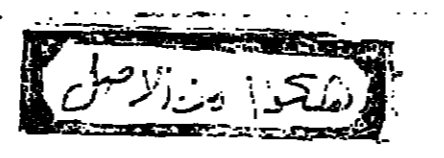
KENT Industrial Measurements has introduced a new instrument for the automatic monitoring of water hardness. This is the latest in the company's Testomat range and is said to offer a wider choice of time intervals for testing.

DALE GENERATING SETS. For prime power, standby and the construction industry. Dale Electric of Great Britain Ltd., Electricity Buildings, Fitzroy, Yorks, YO14 9PL, U.K. Tel: 0723-61441 Telex: 520263

Acronyms CADMAT Centre

LATEST IN the battery of acronyms that is building up to describe the application of computing in various forms in manufacturing is CADMAT.

WIRE AIR CONDITIONING Offices, Shops, Restaurants, Factories. 01-648 6174. 6R See YELLOW PAGES



THE ARTS

Windy City/Victoria Palace

B. A. Young

The Front Page, by Ben Hecht and Charles MacArthur, is a witty, fast-moving, observant play about reporters covering a murder trial in Chicago...

Windy City is an adaptation by Dick Vosburgh (book and lyrics) and Tony Macaulay (music). A lot of what was good about The Front Page survives...

Dennis Waterman plays Hildy. He has been both a law-man and a singer in other incarnations, and although there is little wit about his playing, he is as convincing as he can be in the circumstances...

The odd thing is that there is a big romantic song at that point, but it is for an unromantic girl, Molly Molloy, the where who is in love with Earl Williams. Molly is nicely played by Diane Langton...

harseness with genuine affection. Earl Williams won from me affection of a different kind, for in a most imaginative performance by Robert Longden he suggests a half-grown puppy...

This is one of the several funny scenes that made me regret that we kept having to halt the play for the music, for the songs are really powerfully memorable. Mr Vosburgh's lyrics are sometimes funny, but they fit the notes nicely...

The comedy tends to be concentrated into small areas, so promising matters like Victor Spinetti turn out only to have little acts in Mr Spinetti's case the sentimental poem he has written for the Tribune about the prisoner's white-haired mother...



Matt Zimmerman and Dennis Waterman

Blythe and the Mayor (Shaun Curry) who tends to go about surrounded by a fancy-dress retinue, as he is nearing election-date are welcome when they appear but don't really do much to build up a picture.

The difficulty is that the play is full of tiny characters who do little but dress the stage. In a generally enjoyable production, Peter Wood has done all he can to keep them relevant but sometimes they seem pointless.

One item at any rate is almost beyond criticism—the set. When the lights go up, we see a great two-storey construction...

set. When the lights go up, we see a great two-storey construction by Carl Toms: on the ground floor is the Press Room, with a cell on one side and the Sheriff's office on the other...

The Rape of Lucretia/Guildhall School

Max Loppert

Since the demise of the English Opera Group and its successor, English Music Theatre, The Rape of Lucretia has been most frequently encountered not in the larger opera houses...

ness that sorts well with the best of the score (which is, surely, some of the composer's most beautiful music) while countering the perennial discomforts of the libretto.

without much sophistication. Most plausible was the Terquinus, Andrew Hambley-Smith, with a good figure and a clear, true baritone; but the driving force of the Etruscan force had to be sacrificed somewhat to his clean-lined English youthfulness.

happily matched to mistress; and only the Female Chorus could be said to fall persistently below the generally good standard of the rest.

Record Review Coming of Age

Knaussen: Symphony No. 3, Ophelia Dances, Bainbridge: Viola Concerto, London Sinfonietta; Walter Trampler, Philharmonia/Michael Tilson Thomas, Unicorn RED 400...

developing it in less austere ways. If the symphony is aware of its formal antecedents, the dances owe at least much to the romantic fantasy pieces, and especially to Schumann's Carnaval...

Developing it in less austere ways. If the symphony is aware of its formal antecedents, the dances owe at least much to the romantic fantasy pieces, and especially to Schumann's Carnaval...

When listening to the symphony indeed, it is hard to see how much development and thematic generation is compressed into two parts that last barely a quarter of an hour...

When listening to the symphony indeed, it is hard to see how much development and thematic generation is compressed into two parts that last barely a quarter of an hour...

Andrew Clements reports on recent recordings of the work of young British composers

Oliver Knussen and Simon Bainbridge make an appropriate pairing—contemporaries (born in 1952), both pupils of John Lambert and Gunther Schuller and both writing music that can be characterised by its fastidious aural imagination...

Oliver Knussen and Simon Bainbridge make an appropriate pairing—contemporaries (born in 1952), both pupils of John Lambert and Gunther Schuller and both writing music that can be characterised by its fastidious aural imagination...

Twenty-five years of Spoleto

William Weaver finds little has changed

It is hard to believe that the Festival of Two Worlds is now a full 25 years old. From the beginning, the emphasis has been on youth; and the festival's personality is livable for its inauspicious, its breeziness, its inquiring open mind.

Stadththeater of Giessen last season, again conducted by Herbert Gietzen, designed by Pasquale Grossi, and produced by the composer. It is no secret that when the opera was first given in the United States...

Stadththeater of Giessen last season, again conducted by Herbert Gietzen, designed by Pasquale Grossi, and produced by the composer. It is no secret that when the opera was first given in the United States...

BBC Northern Symphony/Albert Hall

David Murray

I chose to enjoy Tuesday's Prom concert at home, since half of it was telecast and all of it broadcast on Radio 3. BBC2 chose mysteriously to show the second half, consisting of perhaps the least television of all the great classical symphonies, Schubert's Ninth.

without much sophistication. Most plausible was the Terquinus, Andrew Hambley-Smith, with a good figure and a clear, true baritone; but the driving force of the Etruscan force had to be sacrificed somewhat to his clean-lined English youthfulness.

quite satisfying to hear. There was no touch of imagination to remark, but it would be wrong to call such faithful work pedestrian. I wondered what the concertmaster would do in the finale with the strings who have endless pages of identical, exhausting figuration and are likely to look increasingly glazed and/or mutinous.

quite satisfying to hear. There was no touch of imagination to remark, but it would be wrong to call such faithful work pedestrian. I wondered what the concertmaster would do in the finale with the strings who have endless pages of identical, exhausting figuration and are likely to look increasingly glazed and/or mutinous.

THEATRES

MAY FAIR, 5 CC 529 3036. Mon-Thurs 8.00, Fri and Sat 8.30. Richard Todd. THE BUSINESS OF MURDER. SECOND GREAT YEAR.

QUEEN'S CC 01-734 1166, 430 3649. 4031. Credit cards 01-930 9232. Group 4 STAR TOUR.

WYNDHAM'S From 3.00. Eves 8.00. MON BOOKING. ROBYN ARCHER'S A STAR TOUR.

COMEDY THEATRE, 530 2578. Credit cards bookings 530 1418. Gps sales 576 6061. Mon-Fri 8.00, Sat 8.30.

HAYMARKET THEATRE ROYAL 930 5432. 235. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40.

F.T. CROSSWORD PUZZLE NO. 4929 ACROSS 1 Officer in bus reversing to change direction (9)

7 Bury in certain terrain (5) 8 Might the essence require stuffing? (9) Solution to Puzzle No. 4928

Grid for crossword puzzle with clues and solutions. Includes a small grid for puzzle No. 4928.

BUILDING SOCIETY RATES Every Saturday the Financial Times publishes a cable giving details of BUILDING SOCIETY RATES on offer to the public

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4A 3DF

Telegrams: Finantimo, London PS4. Telex: 8954871

Telephone: 01-248 8000

Thursday July 22 1982

Mr Volcker in control

THE CLEARST implication of Mr Paul Volcker's evidence on monetary policy in Congress on Tuesday is that the chairman of the U.S. Federal Reserve Board is firmly back in control of policy. After the criticisms and challenges of the more extreme monetarists in Mr Reagan's administration, who had accused the Fed of causing recession through technically faulty methods, this is well worth knowing. In the context of recent Fed actions, which have brought down short-term U.S. interest rates by between three and four full percentage points in recent weeks (though bank prime rates are following only circumspectively), it is also reassuring. America begins to look like a better financial neighbour.

Mr Bert Sprinkel and other sceptical critics have recently accused the Fed of being both soft and unpredictable, producing both higher interest rates and higher monetary growth than was desirable. They have demanded what amounted to a still purer policy, with tighter short-term control, in the belief that this would boost confidence.

Not a trace of this thinking appeared in Mr Volcker's statement. On the contrary, he confirmed what has already been suggested in recent weeks: the targets have effectively been relaxed, and will be operated more flexibly. For this year, the announced top end of the target range is now effectively the middle for next year, the range will remain unchanged instead of being tightened.

Background

Although this relaxation was presented in the language of stern resolve, it has caused some alarm in the investment community. It has been announced earlier: U.S. markets are much more monetarist than London markets have learned to be. However, the actual growth of the money supply in recent weeks provided the ideal background. There has been a sharp fall in the underlying growth rate, corrected for known distortions, which the monetarists were not expecting and are at a loss to explain.

This not only justifies the Fed's present stance on interest rates; it adds strong point to Mr Volcker's argument that a narrow measure of the money supply is an unreliable and pos-

THE RETURN of the bombers to the streets of London underlines not only the continuing danger from the Provisional IRA but—some- what paradoxically—the fact that events have been moving against them in recent months. The Provisionals have seen a bigger swing in their fortunes over the past year than at any time since their campaign of violence began in 1971—and they have needed some spectacular successes to encourage members and supporters.

The London bombs will not make things any easier for Mr James Prior, the Northern Ireland Secretary, as he moves to implement plans to set up a new assembly in the province and devolve power to it. Elections for the assembly are scheduled to be held on October 20. On the IRA's past record, it can be expected to intensify its military campaign as the political initiative gathers steam. There is always a temptation when incidents such as the London bombings occur, to ascribe the motives to recent events. This ignores the way in which the bombing units work and weeks, perhaps months, of reconnaissance, planning and movement of explosives which the bombers engage in before attacks such as Tuesday's.

The recent trial in Dublin of Gerard Tuife, for bombings carried out in London in 1978, heard a tape recording in which the bombers listed possible targets which had been reconnoitred with frightening accuracy and spoke of the difficulties of establishing secure bases in the city.

The IRA have learnt a lot since the first bombings in London in the early 1970s—when the perpetrators were arrested trying to get back to Ireland. Now the bombing unit members live and work in the city, avoid the

This will take some pressure on corporate borrowers, while making it easier to fund the Federal deficit at somewhat longer term than has been traditional: the deficit can then be seen as a factor holding up long rates and hampering corporate refinancing, but as much less of a threat to monetary control.

For the moment then, the welcome policy of recent weeks looks sustainable and it may be reinforced by the fact that the Fed is now being headed from Mr Sprinkel and more will surely be heard, at least within the administration, from the new Secretary of State, Mr George Shultz, a professional economist of wide international experience; he will be a strong opponent of any new retreat into insular dogma.

places which Irish people frequent and scrupulously avoid drawing attention to themselves. But if the precise timing and nature of bombings is left to the unit, the general instructions still come from the IRA leadership and there are several reasons why it might want some "spectaculars". A statement by the Provisionals which followed the London bombs referred to the Falklands campaign and this may have been a real factor in the bombing decision. The Falklands pushed Northern Ireland—and the Provos—off the front pages. The British successes probably infuriated the IRA and the willingness of the British to lose as many men in a matter of weeks as they

would in years in Ulster may well have rattled the IRA. The leadership may also have felt that the Tuife trial required some response, for it reflected a partial closure of a legal loophole through which terrorist suspects have been able to squeeze for years.

The case was the most spectacular prosecution yet under extra-territorial legislation which allows for the trial of suspects in the one country for offences committed in the other.

On top of these immediate reasons there is the IRA's need to point to some successes. At the time of the Northern Ireland hunger strikes in mid-1981 many Provisionals believed their elusive "victory" was in sight. Recruits were Westminister and the Dublin Parliament. They would, as their publicity officer Danny Morrison put it, take power "with a ballot paper in one hand and an automatic rifle in the other."

It has not worked out like that. The political support evaporated as soon as the hunger strikes were over and the period afterwards was marked by some of the most successful police work in Northern Ireland which tore huge holes in the IRA's network.

Those successes were based on the growing tendency for captured terrorists to turn Queen's evidence and supply information. In return, they are granted immunity and they and their families are given a new identity somewhere else.

There have been criticisms of the legality and morality of this procedure but it appears to be working as men face the prospect of a long spell in prison, perhaps for the second time.

It may yet prove its own tragedy. The pregnant wife of a man facing terrorist charges in Belfast has disappeared, with Northern Ireland back- grounds.

This week might have been even more spectacular for the Provisionals had it not been for the activities of the Irish police in County Donegal. They arrested five men on Sunday who were holding two local families hostage and on Tuesday discovered an IRA camp and arms cache.

The haul included half-ton of explosives, seven primed rockets and a rocket launcher. It seems clear that a major attack was being planned,

THE IRA BOMBINGS

Why the heat is on again

By Brendan Keenan in Dublin



Mr James Prior: the London bombings (right) will not make his Northern Ireland initiative any easier.

It is necessary to get the politicians to give the proposals a chance but it is also important that they do not all run for the cover of their tribal positions at the first IRA shooting or bombing.

Unionists are prone to such tactics. The official Unionist leader, Mr James Molyneux, who has no love for the proposals, likes to hint darkly that Mr Prior, the Foreign Office and the IRA are all conspiring together.

It is difficult to shout "conspiracy," however, when all that is being suggested is the slow evolution of committees to propose legislation on agriculture, industrial development and other subjects of benefit to the people of Northern Ireland.

The problem for Mr Prior is that, in trying to head off Unionist paranoia, he has run foul of the Social Democratic and Labour Party, which represents most Ulster Catholics.

It says Mr Prior's modest plans do nothing to solve the problems of Ulster's minority—their sense of Irish identity and their inability to have a say in the running of the province in the face of an in-built Unionist majority.

The situation has not been helped by the discovery that the SDLP deputy leader, Mr Seamus Mallon, has made himself ineligible for the Assembly by accepting a nomination to the Irish Republic's Senate.

Even if that problem is resolved, SDLP's ability to the plan will evaporate, and the party is being supported by Mr Haughey's Government in Dublin. Mr Prior cannot even console himself with the thought that he has wooed the unionists, who vary from deep suspicion to outright hostility.

The Secretary of State takes that as proof that it is not

probably on army or police installations across the border in Derry.

On the political side, the Provisionals have already thrown out the old political idea of a united, federal Ireland based on the historic four provinces. Power will reside firmly in Dublin. The move appears to have been made largely at the instigation of hardline young northerners such as Gerry Adams and Danny Morrison.

On the "military" side, the argument seems to be for a long war of attrition, with the IRA using its depleted resources to achieve maximum impact—which usually means maximum casualties—when it does strike.

Bombings in London fit well into such a strategy. As the IRA well knows, attacks in mainland Britain have far more impact than those in Northern Ireland. It is probably only the operational difficulties that prevent them being more frequent.

The conclusion is that, despite its difficulties, the IRA is not going to put away its guns and that, partly because of those difficulties, may be about to turn more nasty. That is the background against which the Northern Ireland Secretary, Mr Prior, must launch his political initiative.

Mr Prior's plans are for a 28-seat assembly which would have no initial powers. But it could have powers devolved to it if 70 per cent of members agreed and — to protect the Catholic minority — if that 70 per cent included significant cross-community support.

The Provisionals are implacably opposed to any political development short of British withdrawal from Ulster. The prospect of renewed outrages as the political process gathers steam is one of the reasons why Mr Prior's proposals are so

difficult is traditionally to make its campaign more violent and bloody.

This is all too easily done. It is actually simpler to plant a car bomb in a busy street than, say, to ambush an army patrol. Observers in Belfast have noticed in recent attacks a return to the kind of bombing in which civilian casualties are clearly a matter of indifference to the perpetrators.

This is being linked to reports of a new hard-line element in the upper ranks of the IRA. It is now generally accepted that effective control of the Provisionals, and the smaller Irish National Liberation Army, is in the hands of young men

amid rumours that he was about to turn Queen's evidence. The fears is that the IRA got to her before the police and are holding her as a hostage against his subsequent behaviour. The Royal Ulster Constabulary is likely to continue with the immunity tactics, this incident notwithstanding.

The IRA has problems outside Ulster too. In the Republic, the success of the extra-territorial legislation may be limited but it does mean that no IRA volunteer can look forward to automatic freedom if he makes it across the border.

The U.S. authorities have also been applying the heat. The fund-raising organisation, Noralid, is under scrutiny and

modest in what they seek to achieve.

It is necessary to get the politicians to give the proposals a chance but it is also important that they do not all run for the cover of their tribal positions at the first IRA shooting or bombing.

Unionists are prone to such tactics. The official Unionist leader, Mr James Molyneux, who has no love for the proposals, likes to hint darkly that Mr Prior, the Foreign Office and the IRA are all conspiring together.

It is difficult to shout "conspiracy," however, when all that is being suggested is the slow evolution of committees to propose legislation on agriculture, industrial development and other subjects of benefit to the people of Northern Ireland.

The problem for Mr Prior is that, in trying to head off Unionist paranoia, he has run foul of the Social Democratic and Labour Party, which represents most Ulster Catholics.

It says Mr Prior's modest plans do nothing to solve the problems of Ulster's minority—their sense of Irish identity and their inability to have a say in the running of the province in the face of an in-built Unionist majority.

The situation has not been helped by the discovery that the SDLP deputy leader, Mr Seamus Mallon, has made himself ineligible for the Assembly by accepting a nomination to the Irish Republic's Senate.

Even if that problem is resolved, SDLP's ability to the plan will evaporate, and the party is being supported by Mr Haughey's Government in Dublin. Mr Prior cannot even console himself with the thought that he has wooed the unionists, who vary from deep suspicion to outright hostility.

The Secretary of State takes that as proof that it is not

British successes in the Falklands campaign probably infuriated the IRA as well as pushing Ulster off the front pages

Mr Prior has run foul of the SDLP, which represents most Catholics

possible to construct a package acceptable to both sides and it is hard to disagree with him. Instead, he too, believes in a war of attrition. Political structures and political confidence must be built up over a period, not of months, but years.

The Provisional IRA and Her Majesty's Secretary of State are agreed on one thing—it will be a long hard slog. The unpalatable truth for the rest of us is that, if they are right, the problem of Northern Ireland, and its attendant suffering, are going to be with us for some time to come.

Half-measures in Poland

GENERAL JARUZELSKI has pulled few surprises in his long-awaited announcement yesterday of a partial easing in martial law in Poland. The mixture of a few immediate concessions with vague hints of more to come was typical of the cautious line one has come to expect from Poland's military ruler.

None of the 2,000 people interned without trial are to be freed, some foreign travel and communications restrictions are to be relaxed and some freedom of association to be restored for non-political groups. But there was no word of decision on the fate of Mr Lech Walesa and his suspended Solidarity organisation, while the future of trade unions in general is still undecided. Formal martial law must be lifted by the end of the year, but then would be replaced by special powers legislation. In addition, the general is to announce a postponement of the Pope's visit to Poland from next month to next year.

On balance, one must agree with the West German Government statement yesterday that the latest moves in Poland are "a step in the right direction," but they obviously fall short of the conditions which NATO and the EC set in January for dismantling their economic sanctions against Poland and, for that matter, the Soviet Union. These Western demands were that martial law be lifted, all internees be freed and that the Jaruzelski regime start talking again to Solidarity and the Church: until those things happened, Western governments would freeze new credit to Poland and refuse to discuss rescheduling Poland's 1982 debts owed to them.

These demands were always more in the nature of objectives than of conditions. For one thing, when Poland were returned overnight to the pre-December 1981 status quo, Western credit is hardly likely to start flowing again in Poland in any quantity.

Pressure

On a broader level, it was never realistic to suppose that General Jaruzelski would scrap at a stroke all the apparatus of martial law because of Western pressure. The sanctions were intended, first, to express the West's moral outrage at the military crackdown in Poland and, second, to make the authorities in Warsaw and

Insolent speed

Sir Maxwell Joseph, aged 72, who is soon to retire from the chairmanship of the Grand Metropolitan Group, does not conform to the typical stereotype.

Slight of build and diffident in manner he works with a modest staff from offices in London's Hanover Square. He does not surround himself with the customary entourage of top businessmen but relies upon a small group of executives.

The lean management and informality has often meant that Grand Met could out-pace competitors when the occasion demanded. Decisions on many of the take-overs which marked the rapid growth of the group were taken with insolent speed—or so opponents and some observers would say.

While many businessmen have made it to the top by working a 25-hour day, Sir Maxwell always professed that a four-hour day and a four-day week were enough for him. By concentrating on the important decisions he avoided getting bogged down in detail. Despite a throat illness which confined him early last year, Sir Maxwell said yesterday that his health is not a reason for his decision to step down.

He will anyway not be retiring completely and will take on the new post of group president as well as an executive directorship with some subsidiaries.

Sir Maxwell told me that he was quite pleased to be going into partial retirement. "But I shall keep a watchful eye on the group, as I have always done."

Starting with one hotel, the Mount Royal near Marble Arch, in 1957, Sir Maxwell has since built up a group controlling more than 100 hotels around the world. They include the Amstel in Amsterdam, the Anglerie in Copenhagen, and the Carlton in Cannes.

Men & Matters

High society

Fresh from unionising that most proletarian of sports, Rugby League football, the Association of Professional, Executive, Clerical and Computer Staff is now pursuing its recruitment campaign at the other end of the social spectrum.

Artistic connections, as the union's journal says, have been established with the organisation of two new groups in Winchester and Wiltshire. The first connection may be a bit distant, formed as it is by the recruitment of staff at Desret's Ancestral Research offices. But West of England organiser like Troit has headed the aristocratic lions of Longleat, no less.

Not that the Marquess of Bath's son, Lord Christopher Thomas, had noticed when Franz Troit yesterday, "News to me," he said "Might be something to do with the forestry, though."

Troit, however, has recruited four members of the estate staff and is optimistically seeking an agreement on APEX's recognition with estate manager R. B. Charles.

Employment staff have a number of industrial problems and the attitudes of management towards terms and conditions of employment seem to be almost as odd as Luncheon itself," Troit says.

Sole aim

From Cambridge, Massachusetts comes the ultimate in industrial strategies. The Wall Street Journal tersely reports: "Strid Rite Corp said it discontinued operations at its shoe-bottoming plant in Newburyport, Mass, to improve productivity."

Jumbo style

During and since the rail strike some sectors of the transport business have been taking pains to improve the lot of travellers, as a colleague has discovered.

Passengers were rattled comfortably into their seats when speakers crackled: "Welcome aboard and good afternoon ladies and gentlemen. In a few moments your hostess will be bringing round a tariff of the refreshments we have available. After that we are planning to show you a film for your entertainment. We had a little trouble with the equipment on the outward journey but we think it is fixed now so we hope that you will be able to enjoy the movie."

May we remind you that the toilet is situated to the rear. We expect to have you with us for approximately three and a half hours. Our estimated time of arrival is 17.30 hours. We will be travelling at a speed of between 60 and 70 miles an hour. . . .

Ph? What kind of flight is this? Well, here is another clue: "We regret that the people coming down from Leeds this morning were rather hungry and ate most of the food. So there could be a shortage of sandwiches."

Our passenger had boarded a bus with Jumbo-sized aspirations run by a Wallace Arnold subsidiary on the London-Leeds-Harrrogate trip. You will not be pampered by movies, refreshments, and lavatories on the nationalised coaches. But the Wallace Arnold Rapide is setting new standards in give the comfort of flying without the clear air turbulence.

Already the appearance of competition has forced the nationalised coaches to lower their prices. Now isn't private enterprise a wonderful thing?

Last will

A reader says she gave up expecting Home Secretary William Whitelaw to show a sense of urgency about anything after she discovered his name is an anagram of "Wait-a-while, Willam."

Observer

The exception that could prove to be your rule.

THE FAMOUS GROUSE
FINEST SCOTCH WHISKY
SCOTCH WHISKIES BLENDED & BOTTLED
Matthew Grog & Son Ltd.
Perth, Scotland
ESTABLISHED IN 1820 ON THE SAME PRINCIPLES
PRODUCT OF SCOTLAND

Quality in an age of change.

Handwritten signature or mark at the bottom of the page.

ECONOMIC VIEWPOINT

Clues to world stagnation

By Samuel Brittan

IT DOES not take any special research to show that the world economy has taken a turn for the worse since the first oil shock of 1973. The table shows that for both the world as a whole, and for the developed countries, the growth of output in the last period of relative boom, 1975-79, was a good deal less than the average for 1960-73, taking the boom and recession years all together.

Table titled 'GROWTH OF REAL GDP' showing annual average compound growth rates for various regions and countries from 1960/1973 to 1982/1987.

Judging by experience so far, we will be lucky to perform as well in the trade cycle which began with the second oil shock of 1979, as we did in 1973-79. With low growth have come rising unemployment, protectionist pressures and heightened political and social tensions...

The variations between the experiences of different parts of the world have not been so much discussed. The following conclusions emerge from a cursory glance at the table: 1—The growth slowdown has been greater in Europe than in the U.S. Before 1973 Europe had a faster growth rate than the U.S. After 1973 the relative performance was reversed.

2—Japan has lost the overwhelming growth lead of earlier periods, but still seems to be outperforming the other developed countries. 3—The non-oil developing countries have, despite their much-advertised debt problems, weathered recent shocks better

U.S. real earnings per hour are lower than 10 years ago than the industrial countries. The 1973 oil shock hardly seems to have affected their growth rates at all. Even though they have experienced a substantial setback since 1979, the developing countries have still been growing faster than the already industrialised ones.

in the past two or three years. There is a more stable difference between American and European performance not revealed by the simple growth tables. This is that the rise in unemployment has been very much greater in Europe than in the U.S. On the other hand, the American productivity performance has been much worse than the European. The growth of U.S. output per employee which averaged 3 per cent in the early 1960s had fallen to 0.3 per cent in the late 1970s.

There is a strong hint here that countries have had a choice between absorbing the shocks of the last decade in the form of productivity slowdowns or unemployment increases. This is also the implicit conclusion of Herbert Giersch and Frank Wolter in a paper being presented at a Royal Economic Society Conference today on the 'Recent Slowdown in Productivity Growth in Advanced Economies.'

These authors relate the differing reactions to different degrees of 'real wage rigidity' on the two sides of the Atlantic. Despite the present recession-induced unemployment the U.S. labour market has been able to absorb over the last decade a rapid increase in new entrants, youths and women, but at the expense of lower real wages and

low productivity growth. Average real earnings per hour for U.S. private sector real wages were lower last year than ten years before and have not shown any net growth since 1967. All the rise in American output in recent years has come from increases in the employment of labour with hardly any net gain in productivity or real earnings.

Britain's rule: 'If anything can be misunderstood it will be misinterpreted' applies, particularly to this finding, which does not justify Lindbeck's conclusions. If workers in UK nationalised industries increase restrictive practices and insist on overmanning new machines, they will reduce employment, not increase it. The inference rather is that if customary or historical ideas about real wage increases are insisted upon in the face of adverse external changes, then employers will have no option but to save labour in every way they can.

What is the nature of the 'adverse external changes' which have shown themselves in varying mixtures of unemployment increase and productivity slowdown? Edward Denison of the Brookings Institution shows in another

Paper for today's Conference that the average growth of U.S. output in the 'non-residential business sector' fell by 1.8 per cent per annum between 1949-78 and 1979-81.

Mr Denison is a distinguished 'growth accountant' who has endeavoured to quantify the effects of specific factors such as capital growth, the age-sex balance of the working population, economies of scale and even environmental protection to boosting or retarding growth.

He has previously found that the most significant determinant of growth rates was an unidentified 'residual', and he has now found that the deterioration in that residual is the most important factor behind the growth slowdown. In the past, Mr Denison associated the residual with 'advances in knowledge' (management and organisational as well as technological). But he is understandably reluctant to associate the growth slowdown with a less rapid advance of knowledge (or even an advance in ignorance).

of our economic and political system, and brought about a premature end to some of the historically uniquely favourable circumstances for productivity growth.

The most systematic summary is attempted by Prof Giersch. He lists several factors which made for rapid advance and investment in Europe in the 1960s, but are no longer with us.

These include the gains from catching up with best-practice U.S. methods, simple quantitative growth which encouraged economies of scale; a favourable attitude to technical progress; cheap energy; little worry about the environment, and plentiful immigrant labour. In addition, there were 'Keynesian' demand management policies which allowed, for a time, rates of interest to be maintained well below the expected return on business investment.

Above all, a period of growth with fairly stable relative prices, gave way to large relative price shifts, as well as business more uncertain and pessimistic. The resultant movement of the terms of trade against labour, and towards

A period of high unemployment, whether due to excessive real wages or the transitional cost of reducing inflation or both together, will if it lasts long enough, itself lead to the scrapping of capital equipment and an atrophy of human skills and work attitudes. Thus, high actual rates of unemployment breed high equilibrium rates—a phenomenon which is now fashionable to call 'hysteresis.'

An expansion based on low real rates of interest and rising real wages would—even if it were temporarily possible—lead mainly to even further substitution of capital for labour. An enduring improvement requires a switch from labour-saving to capital-saving investment. This requires in its turn lower real wages per unit of effort (not necessarily a lower total wage bill) and no artificial downward manipulation of interest rates, beyond the hoped-for elimination of the inflationary premium in the marketplace.

Unemployment in Britain is almost certainly above the minimum consistent with non-accelerating inflation (or NAIRU as it is nowadays called). The one kind of boost to demand which will provide

long-term benefits is help to reduce the NAIRU itself is that associated with lower costs per unit of labour employed.

When I want to tease some of my colleagues, I advocate a selective financial incentive for employers who will cut wages. A more realistic proposal along the same lines would be to remove the employers' national insurance surcharge—and perhaps give an element of wage subsidy—to companies which add to their labour force without increasing their costs per unit of labour or per unit of output.

The struggle of organised labour to maintain customary real wage advances triggered off unemployment and general stagnation. These underlying drop—however few people will admit it—provide a much better hope for an enduring recovery than the present attempts to ease back nominal interest rates on both sides of the Atlantic.

Lombard Britain's financial nest-egg abroad

By John Plender

WHEN THE present British Government scrapped exchange controls late in 1979 the move was greeted with near-euphoria in the City. Partly because the City is economically liberal and forever internationally minded...

But the arrival of North Sea oil provided additional ammunition for the proponents of abolition. Investing Britain's oil revenues overseas was expected to provide a future source of income for the day when the oil started to run down. A further advantage was that net portfolio outflows would help counterbalance the rise in the sterling exchange rate, which threatened to undermine British industry's profitability.

Since exchange controls have gone British portfolio investment overseas has risen spectacularly as fund managers have taken the opportunity to diversify. And with the jobless total now touching 3.2m Mr Arthur Scargill is cursing City whizz-kids who put his miners' money into foreign real estate instead of job-creating investment in Britain.

Because the issue is politically charged few have stopped to ask whether the putative whizz-kids are actually making money. Yet the case for the overseas nest-egg rests heavily on two practical assumptions not much discussed when controls were originally abolished. The host countries must allow foreign investors to enjoy the return on their investments and to liquidate them if need be.

looks sick. And that other great standby of British overseas investors, U.S. real estate, has not proved to be wholly immune from the recession or from the pull of high real interest rates. Perhaps the British got out in time, perhaps they all bought the dollar at \$2.40 to the pound. But those who frequent City lunch tables may have noticed that overseas investment has tended to be a sensitive subject lately.

This suggests that the market may offer a stronger corrective to the investment outflow in the short-term than Mr Scargill. It was probably inevitable that after decades of exchange controls and a period of exceptionally depressed investment returns in Britain fund managers would go over-board.

Nor is there anything new in all this. Just over a century ago when U.S. railways, the then equivalent of oil exploration stocks, were busily defaulting on their obligations, foreigners were left holding a third of the non-performing bonds. Still more salutary was the experience of France, which lost two-thirds of its net portfolio investment just before the First World War when several countries repudiated its loans.

Letters to the Editor

Risk to duty-free shops

From Mr P. G. E. Hamon Sir.—The British Airports Authority welcomes Mr Chughdhat's reassurance (Letters July 12) that the Commission does not intend to take action against duty-free shops.

In his letter he recognises that the Commissioner has already found it necessary to remind member states of their obligation to impose customs duties and agricultural levies on non-Community goods sold in tax-free shops as a result of the European Court's "Butter ships" ruling, thereby reducing EEC travellers' allowances.

The existing law on duty-free allowances covered by EEC Directive 69/169 (as amended) is recognised by legal experts as the antithesis of clarity. Commissioner Tugendhat must be aware of the inherent risk to a result of these allowances as a result of the Commission's infraction proceedings against the Federal Republic of Germany for its reluctance to abolish the "butter ships."

existing. Directive and regulations, the Court may well make an interpretation, which it considers to be in the Community spirit, in the order of the abolition of intra-community duty-free sales. Should this happen citizens' rights would be abrogated, travel costs would rise, exports and jobs would be lost.

We have repeatedly drawn this danger to the attention of the Commission, suggesting that legislation could be proposed to regularise the position during a transitional period leading to the abolition of fiscal frontiers. Article 28 of the 6th VAT Directive already grants exemptions to certain products sold in the High Street as a transitional arrangement. This could easily be extended to cover duty-free allowances.

The Commission should grasp the nettle in order to protect citizens' rights and the credibility of the Community's democratic principles. P. G. E. Hamon, Head of Marketing, British Airports Authority, Gatwick Airport, West Sussex

Sale of British Telecom

From Mr Anthony Jacobs Sir.—So the Government intends to sell 51 per cent of British Telecom and investors, if they are wise, should make as big an investment as they can possibly afford, for British Telecom is highly profitable and is likely to be more so in the future.

However, let us not forget, as Lex has indicated (July 20) that BT is overmanned—possibly by as much as 25 per cent. Can BT possibly be so profitable? Our own experience at the British School of Motoring is illuminating. Last year BT announced a 7 per cent increase and the previous year a 17 per cent increase, but for business users these figures were totally misleading.

For example, the three minutes local call increased in November 1981 by 100 per cent from 5p to 10p. Furthermore, a 35 mile call costs 89p for three minutes whilst a call of similar

duration to New York, a distance of 3,000 miles, costs only £1.88.

The 180 branches of BSM use the telephone to contact customers and maintain liaison with the field management. Our use is not abnormal in any way and our use has not changed. Yet our phone costs have increased from £80,000 in 1980 to an expected £150,000 in 1982, an annual compound increase of 37 per cent.

The investors should therefore recognise that BT is using its monopolistic pricing policy to disguise its gross inefficiency at the expense of British industry, and it is just remotely possible that this Government or some future one may one day do something about it. Anthony Jacobs, Chairman, British School of Motoring, 81-87, Hartfield Road, Wimbledon SW19.

That he lived there, or appeared in movies, or wrote for movies, or that his act was Hollywood-like? It's the most "dishonest" piece of nonsense I've ever read as applied to Ellington. I would also be interested to know whether Gill has ever seen an Ellington sacred concert, and if so which one or ones, so that your readers can judge the validity of his standards of knowledgeable comparison for making such virulent remarks about the St Paul's one.

Gill is right of course, to point to faults in the St Paul's presentation. As one of the four named producers, myself responsible for obtaining the services of most of the concert's leading artists (although my name remained on the credits only because I had the desire to torpedo the concert in its last stages of organisation when the TV production company were in effective control of it), I believe that much of the chat element of the show was fatuous, the performance of Rod Steiger hammy and TV mechanics insensitively and accident-prone conducted.

All this was the responsibility of the TV production company, over whom I had no control whatsoever. Even so, Gill's comment on the intrusiveness of the TV "engines"—two only of them—was ludicrously exaggerated. I could, moreover, scarcely credit—nor, I believe, would most of the audience—his comment that the "only tolerable moment" of the first half was the Wayne Sleep company's dancing. It was, indeed,

Reporting the Falklands

From Mr G. Creatorex Sir.—In your leading article (July 7) under the heading 'The Falklands Inquiry', you write in respect of questions which, you claim, make the holding of the inquiry imperative, as follows:—'For a start, there is the business of how the signals leading up to the Argentine invasion were so badly misread, whether by the British Embassy in Buenos Aires, the Foreign Office in London or both. The inescapable fact is that the British Government machine was caught napping and a bloody war ensued.'

On June 28 you published a major report by your correspondent in Buenos Aires, Hugh O'Shaughnessy, entitled 'Argentina Now: Defeat, Confusion and Shame', an excerpt of which is reproduced below:—'It is all such marked contrast to the cavalier and light-hearted way in which General Galtieri took the fateful step of ordering the invasion of the Falklands on April 2. A man of quixotic impulses, he gave the order to invade without consulting his cabinet with the barest minimum of notice to his colleagues in the Junta, the commanders-in-chief of the navy and air force, and most importantly for his future fate, without reference to Argentina's

'parliament', the conclave of generals'. In view of this categorical account of the ordering of the invasion in Argentina, you may consider that you owe your readers an explanation of the unqualified statements you make as quoted above, regarding the "misreading of signals" and the "inescapable fact" of being caught napping, as they are undubitably contradicted by Hugh O'Shaughnessy's report, so invalidating your main premise. G. Creatorex, 89 Ambleside Gardens, Wembley, Middlesex.

The Duke and St. Pauls

From Mr Derek Jewell Sir.—It is your prerogative to employ critics who boast about leaving shows halfway through, as did Dominic Gill in his report (July 8) on the Duke Ellington sacred music concert at St Paul's. It is also your prerogative to allow him to throw around the word "dishonesty" without then explaining what he means by it; but you might warn him, for your own peace of mind, to watch his language. You might also examine how much he actually knows about Duke Ellington and Duke's music. What on earth can your phrase "postwar Hollywood" mean as applied to Ellington?

It's not just how much it's how soon

To the businessman in a competitive market, getting the money right is 99% of the battle to survive and succeed. Not just day-to-day cash flow (although we are the first to recognise its importance), but also future financing. Finance for expansion, experimentation or efficiency. Finance for new machinery, transport, extensions. Flexible finance. And... because we recognise that we are operating in a competitive market, that is exactly what we aim to offer: Flexible finance. Finance geared to your exact requirements. Finance with fixed or variable interest rates, over one to ten year periods. Above all, finance tailored to your cash flow, to match your long-term future needs. Remember too, that UDT is an approved participant in the Government's Loan Guarantee Scheme for small businesses. You might by now be thinking that all this takes time. But we recognise that time is money... once you've made your decision to borrow, you want to act fast. So, our policy of devolved management means that once we've heard your

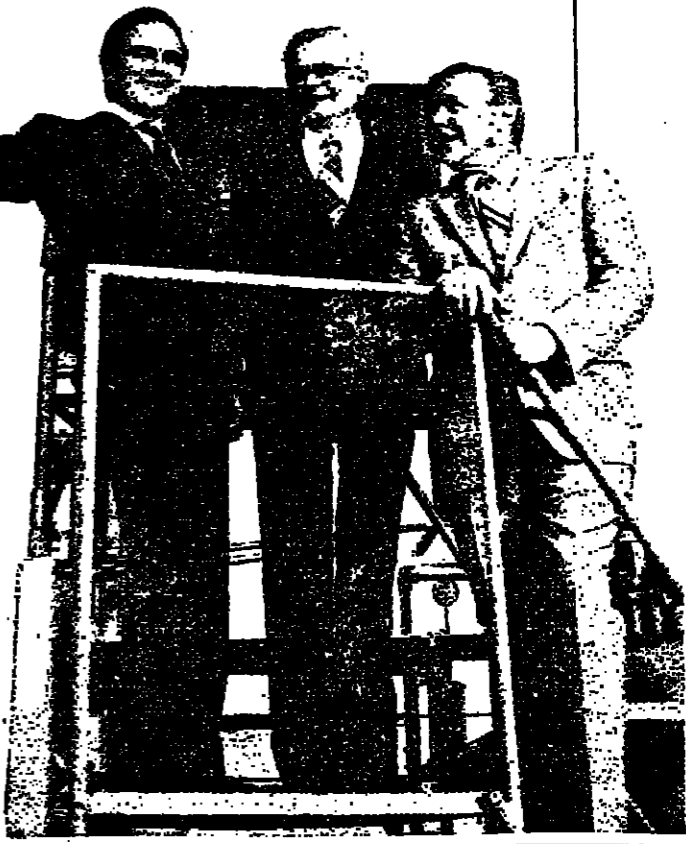
proposition we won't keep you waiting for a decision. We believe, like all serious businessmen, that money matters. So... we provide money... when it matters... where it matters. For immediate attention telephone our Area Commercial Managers.

- M. D. Beaumont Midlands & East Anglia 0602 46416 P. C. Collins West & South Wales 0372 211403 J. W. Humphrey North of England & North Wales 061 236 8855 K. R. Jenkin London & South East 01 579 2393 C. C. Muddle Scotland & North East England 031 225 6985



United Dominions Trust Over 60 years experience

United Dominions Trust Ltd, 51 Essex Street, London EC2P 3BU. Reg. in England & Wales No. 154739 Reg. office: 51 Essex Street, London EC2P 3BU. A member of the UDT Group. Ultimate Holding Company—Trustee Savings Bank (Holdings) Ltd.



Mercantile House reveals changes in Oppenheimer deal

BY JOHN MOORE, CITY CORRESPONDENT

Mercantile House Holdings, the money broker, yesterday revealed changes in the way in which its controversial \$91m takeover of Oppenheimer Holdings, the Wall Street stockbroker, is to be carried out.

Under the original deal, Mercantile holds 27 per cent of Oppenheimer and an equity interest in the company was to be raised to 45m new ordinary Mercantile shares in respect of the 20 per cent stake in Oppenheimer.

HIGHLIGHTS

After briefly looking at the two new gilt-edged issues Lax moves on to the main company news stories of the day.

Mercantile House has come home with a near doubling in pre-tax profits and the underwriting has been completed of its placement of stock in respect of the Oppenheimer takeover.

British Land has done well, with pre-tax profits up a third to £5.3m and there is an asset revaluation throwing up a 9 per cent surplus.

(£19.88m) and 7.71m (£2.89m); Middle and Far East £5.71m (£4.12m) and £586,000 (£683,000).

Tax charge for the 12 months came to £7.49m, compared with £3.68m, and after minority interests of £1,000 (£2,000) the available balance came through ahead from £2.63m to £9.8m.

Mr. Barkshire says that results from the moneybroker division were again very satisfactory, with the London and New York offices continuing to be the major elements.

The chairman says that the concentration of this industry into fewer larger units has been accelerated by the move towards volume discounts in many centres.

building a worldwide network which is now trading under the name of Rouse Woodstock.

The chairman says that expansion of these interests has meant "considerable extra expenditure on both staff and facilities" and these have not yet been in place long enough to generate significant additional commission income.

Mr. Barkshire states that the directors also believe that the acquisition of Oppenheimer will create additional commission income both from this company's retail and institutional outlets and from the increased range of commodity services that will be able to offer.

As at April 30 Mercantile's balance sheet shows fixed assets of £11.35m (£5.47m); net current liabilities of £1.78m (£897,000) and shareholders' funds £30.89m (£12,321m).

First half satisfactory at Union Discount

A VERY satisfactory profit for the first half of 1982 was reported by the directors of the Union Discount Co. of London.

The interim dividend has been lifted from 8p to 11p.

The directors say the results benefited from the company's large holdings and active turnover of bank acceptances and sterling certificates of deposit.

The directors added that the company also benefited from the maturing of that part of its holding in British government variable rate stock.

Mr. Tom Farmer said yesterday that the decision to suspend the talks was taken by the boards of both companies based purely on commercial logic.

Howard Tenens and Crest talks break up

Howard Tenens, the distributor and engineering group, and Crest International property company, have suspended their discussions about an offer to be made by Tenens for Crest.

Howard Tenens was yesterday refusing to give any comments on the matter.

In March this year G. M. Firth, steel stockholders, took a 12.2 per cent stake in Tenens. Mr. Ian Wasserman, a director of Firth, said yesterday that he was pleased at the suspension of talks between Tenens and Crest.

Mr. Tom Farmer said yesterday that the decision to suspend the talks was taken by the boards of both companies based purely on commercial logic.

Rise to £6.3m by British Land

A MARKED rise in pre-tax surplus was shown by the British Land Company, property investor, which reported a 33 per cent rise to £6.3m for the year to March 31 1982.

At the interim stage profits improved from £1.66m to £2.4m but the directors said that trading profits for the half year were not always indicative of the year as a whole.

At half time the directors also made a dividend forecast, stating that with the continuing increase in net rental income, they intended to recommend a doubling of the dividend from 0.25p to 0.5p, which has been carried out at the year end.

Earnings per 25p share for the year are given as slipping from 6.8p to 5.8p on a weighted average basis at the attributable level.

Eagle Star waiting for Allianz moves

Eagle Star Holdings has decided not to contest the EEC Commission's rejection of its complaint against the acquisition of the leading German insurance group Allianz Versicherung.

Eagle Star now awaits moves from Allianz on the reopening of discussions on the future.

Allianz acquired its stake in June last year through a "down raid" and a tender offer.

At a meeting between Eagle Star and Allianz in January of this year, Allianz made it clear that if the EEC cleared its acquisition, then it would like to discuss with Eagle Star its ideas on suggested areas of co-operation.

British Airports Authority 1981/2 Annual Report and Accounts.

Mr. Norman Payne CBE, Chairman of the BAA, concludes his introduction to the 1981/82 Annual Report and Accounts with these words:

"To be able to report a successful financial year during continued economic recession reflects the success of the efforts of management, staff and the trade unions. Forecasts for the next year show growth, and we look forward to the opportunity to improve our performance and service to our customers."

Key financial figures for 1981/82 are as follows:

Table with 4 columns: Item, 1981/82, 1980/81, % Change. Rows include Total income, Total expenditure, Current cost operating profit, Return on net assets, Foreign currency earnings.

If you would like a copy of the Report, write to External Relations, Head Office, British Airports Authority, Gatwick Airport, Gatwick, West Sussex, RH6 0HZ.

Britannic improvement in new life

Improved new business results in both life branches in the first half of the year are reported by the Britannic Assurance.

New annual premiums in the ordinary branch rose from £2.49m to £2.79m, while single premiums advanced by one-third to £273,000.

Tectonic calls in receivers

Tectonic, a high technology electronic component manufacturer, has called in the receivers.

INTEREUROPE

Inter-europe, a West German publisher, is being taken over by the United Security Group, a US stock exchange listed company.

Improved first half for Birmid

Birmid Qualeast advanced to a pre-tax profit of £27,000 in the six months to May 1 1982, compared with a loss of £1.81m in the corresponding period of last year.

The group, a holding concern with interests in the manufacture and sale of foodstuffs, products is to pay an unfranked net interim dividend of 0.1p last year's final was 1.5p and pre-tax profits were £1.84m.

Demand on the foundries has not been sufficient to satisfy present production capacity and they have continued to be incurred.

£100m bulldog bond priced at 98.528%

The £100m 25-year bulldog bond for Australia was priced yesterday at 98.528 per cent, with a 131 per cent coupon, by lead manager S. G. Warburg.

Heavy demand for Bio-Isolates share offer

The recent offer for subscription by Bio-Isolates has been oversubscribed more than 14 times.

Tectonic calls in receivers

Tectonic, a high technology electronic component manufacturer, has called in the receivers.

W. KENT WATER

THE RECENT West Kent Water offer by way of tender has been fully subscribed.

W. Kent Water

THE RECENT West Kent Water offer by way of tender has been fully subscribed.

Mr. Norman Payne CBE, Chairman of the BAA, concludes his introduction to the 1981/82 Annual Report and Accounts with these words:

Tectonic calls in receivers

Tectonic, a high technology electronic component manufacturer, has called in the receivers.

W. Kent Water

THE RECENT West Kent Water offer by way of tender has been fully subscribed.

W. Kent Water

THE RECENT West Kent Water offer by way of tender has been fully subscribed.

W. Kent Water

THE RECENT West Kent Water offer by way of tender has been fully subscribed.

W. Kent Water

THE RECENT West Kent Water offer by way of tender has been fully subscribed.

THE RECENT West Kent Water offer by way of tender has been fully subscribed.

'Encouraging' first half rise to £1.9m by Drake & Scull

AN ENCOURAGING rise from £1.38m to £1.93m in pre-tax profits has been produced at Drake & Scull for the six months to April 30 1982, according to Sir Monty Finniston, chairman.

The improvement, in real terms, is encouraging, says Sir Monty, since it has been achieved on a comparable value of production.

Drake & Scull continues to benefit from its strong net cash position which is some £9.7m up on the £1m seen at year end.

Drake and Scull mechanical and electrical contracting sectors have continued to trade satisfactorily both in the UK and overseas.

Confidence in the future, he says, is such that the policy of decentralisation continues with the setting up of several new regional operations.

ordinary debits last time of £2,000, attributable profits were ahead from £768,000 to £954,000.

There was an increased transfer to reserves of £530,000, compared with £442,000, and currency gains were lower at £26,000 (£77,000) and were also taken into reserves.

Drake & Scull continues to benefit from its strong net cash position which is some £9.7m up on the £1m seen at year end.

Drake and Scull mechanical and electrical contracting sectors have continued to trade satisfactorily both in the UK and overseas.

Confidence in the future, he says, is such that the policy of decentralisation continues with the setting up of several new regional operations.

Rothmans' dividend

The final dividend proposed by Rothmans International for the year to March 31 1982 is up from 2.65p to 2.35p net for an increased total of 4.4p, compared with 3.65p.

Tilbury Plant

Tilbury Plant, Tilbury Roadstone, Tilbury Construction, Tilbury Developments, Tilbury Mechanical Services. You thought Tilbury was across the river from Gravesend.

Tilbury isn't only a container port. It's also the name of an expanding group of twelve subsidiary or associated companies active in many aspects of the construction industry throughout the United Kingdom.

These activities include civil engineering, building, plant hire and sales, mechanical services, property development, as well as the supply and laying of road materials. This work is carried out for a wide range of clients in both the public and private sectors.

Despite a 15% reduction in turnover due to the continued recession, an advance in trading profit of over £2.2 million was achieved in 1981.

For an update on Tilbury send for the latest Annual Report. Apply to: Tilbury Group Public Limited Company, Tilbury House, Risper Road, Horsham, West Sussex RH12 4BE.

Tilbury Group Public Limited Company Towards a Century 1884-1984

M. J. H. Nightingale & Co. Limited

Table with columns: High Low, Company, Price Change, Gross Yield, P/E, Fully Paid. Rows list various companies and their performance.

THE TRING HALL USM INDEX 126.7 (unchanged 22/7/82) Close of business 22/7/82 Tel: 01-628 1597 BASE DATE 10/11/88 100

LADBROKE INDEX 576-575 (-3)

Handwritten signature or mark at the bottom center of the page.

Companies and Markets

UK COMPANY NEWS

Gestetner profits 11% ahead to £4.65m midway

FOR THE 26 weeks ended May 1 1982 taxable profits of Gestetner Holdings, reprographic equipment manufacturer, have moved ahead by 11 per cent from £4.19m to £4.65m from a turnover of £168.31m, against £145.95m, an increase of 17 per cent.

The interim dividend, however, is maintained at 1.25p net per 25p share—last year's final payment was 1.375p paid from pre-tax profits well down at £8.08m (£17.1m).

Increased midterm loss at Bootham Engineers

Specialist engineers, Bootham Engineers, reports increased taxable losses of £148,000 for the half year to April 1982, compared with £83,000 for the same period last year.

Yearling bonds total £18.35m

Yearling bonds totalling £18.35m at 12 per cent redeemed on July 27, 1982 have been issued this week by the following local authorities.

Kenet DC £0.25m; Shephway DC £0.5m; Banff and Buchan DC £0.25m; Carlisle (City) £0.5m; Doncaster Metropolitan BC £1.35m; Norwich (City) £0.5m; Greater London Council £2.5m; Glasgow (The City of) DC £2m; Walsall Metropolitan BC £0.5m; Bristol (City of) £1.5m; Redbridge (London Borough of) £0.5m; Chelmsford BC £0.75m; Islington (London Borough of) £1.5m; Macclesfield BC £0.5m; Eastbourne BC £0.25m; Merseyside Passenger Transport Executive £0.5m; Preston BC £0.5m; Sheffield (City of) £1m; Southwark (London Borough of) £1m; Stevenage BC £1.5m; Vale Royal DC £0.5m.

SHARE STAKES

Belhaven Brewery Group—Mr J. Berkeley has bought 50,000 shares, increasing his holding to 875,200 shares.

BOARD MEETINGS

2000 Industries, Davy Corporation, Hampson Holdings, Independent Investment, Hingworth Morris, HFI Furniture, William Ramsay, Star Computer, Wellman Engineering.	
Interim:	
Pratt (F.) Engineering	July 28
River Plate and General Inv.	July 29
Taurus	July 29
Shropshire	Aug 16
Finch	
Dixons Photographica	July 29
Edel	July 29
Imperial (Retail)	July 29
Jacksons Bourne End	July 29
Neopand	July 30

The following companies have notified dates of board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether the dividends are interim or final and the subdivisions shown below are based mainly on last year's practice.

£7m upsurge takes NCR over £10m

THE introduction of new products and increased productivity contributed to a taxable profit increase, particularly in the UK, of £7.71m to £10.8m at NCR in the six months to May 1982.

Yearling bonds total £18.35m

Yearling bonds totalling £18.35m at 12 per cent redeemed on July 27, 1982 have been issued this week by the following local authorities.

Kenet DC £0.25m; Shephway DC £0.5m; Banff and Buchan DC £0.25m; Carlisle (City) £0.5m; Doncaster Metropolitan BC £1.35m; Norwich (City) £0.5m; Greater London Council £2.5m; Glasgow (The City of) DC £2m; Walsall Metropolitan BC £0.5m; Bristol (City of) £1.5m; Redbridge (London Borough of) £0.5m; Chelmsford BC £0.75m; Islington (London Borough of) £1.5m; Macclesfield BC £0.5m; Eastbourne BC £0.25m; Merseyside Passenger Transport Executive £0.5m; Preston BC £0.5m; Sheffield (City of) £1m; Southwark (London Borough of) £1m; Stevenage BC £1.5m; Vale Royal DC £0.5m.

SHARE STAKES

Belhaven Brewery Group—Mr J. Berkeley has bought 50,000 shares, increasing his holding to 875,200 shares.

Aitken Hume exceeds forecast

COMPARED WITH a forecast of £650,000, taxable profits of Aitken Hume, formerly of Aberdeen Investment, expanded to £768,000 for the year ended March 31 1982, against a previous £160,000.

Improvement to £963,000 by London Investment Tst.

DESPITE THE depressed state of world commodity markets, London Investment Trust managed to lift pre-tax profits from £852,000 to £963,000 in the year to March 31, 1982, on turnover up from £1.95m to £2.83m.

Yearling bonds total £18.35m

Yearling bonds totalling £18.35m at 12 per cent redeemed on July 27, 1982 have been issued this week by the following local authorities.

Kenet DC £0.25m; Shephway DC £0.5m; Banff and Buchan DC £0.25m; Carlisle (City) £0.5m; Doncaster Metropolitan BC £1.35m; Norwich (City) £0.5m; Greater London Council £2.5m; Glasgow (The City of) DC £2m; Walsall Metropolitan BC £0.5m; Bristol (City of) £1.5m; Redbridge (London Borough of) £0.5m; Chelmsford BC £0.75m; Islington (London Borough of) £1.5m; Macclesfield BC £0.5m; Eastbourne BC £0.25m; Merseyside Passenger Transport Executive £0.5m; Preston BC £0.5m; Sheffield (City of) £1m; Southwark (London Borough of) £1m; Stevenage BC £1.5m; Vale Royal DC £0.5m.

SHARE STAKES

Belhaven Brewery Group—Mr J. Berkeley has bought 50,000 shares, increasing his holding to 875,200 shares.

Improvement to £963,000 by London Investment Tst.

DESPITE THE depressed state of world commodity markets, London Investment Trust managed to lift pre-tax profits from £852,000 to £963,000 in the year to March 31, 1982, on turnover up from £1.95m to £2.83m.

Yearling bonds total £18.35m

Demand down at British Dredging

TRADING CONDITIONS in the first half of 1982 have been difficult, Mr J. Vernon, chairman of British Dredging, told members at the annual meeting.

Yearling bonds total £18.35m

Yearling bonds totalling £18.35m at 12 per cent redeemed on July 27, 1982 have been issued this week by the following local authorities.

Kenet DC £0.25m; Shephway DC £0.5m; Banff and Buchan DC £0.25m; Carlisle (City) £0.5m; Doncaster Metropolitan BC £1.35m; Norwich (City) £0.5m; Greater London Council £2.5m; Glasgow (The City of) DC £2m; Walsall Metropolitan BC £0.5m; Bristol (City of) £1.5m; Redbridge (London Borough of) £0.5m; Chelmsford BC £0.75m; Islington (London Borough of) £1.5m; Macclesfield BC £0.5m; Eastbourne BC £0.25m; Merseyside Passenger Transport Executive £0.5m; Preston BC £0.5m; Sheffield (City of) £1m; Southwark (London Borough of) £1m; Stevenage BC £1.5m; Vale Royal DC £0.5m.

SHARE STAKES

Belhaven Brewery Group—Mr J. Berkeley has bought 50,000 shares, increasing his holding to 875,200 shares.

Improvement to £963,000 by London Investment Tst.

DESPITE THE depressed state of world commodity markets, London Investment Trust managed to lift pre-tax profits from £852,000 to £963,000 in the year to March 31, 1982, on turnover up from £1.95m to £2.83m.

Yearling bonds total £18.35m

Single premium business soars at Royal Life

BUOYANT ANNUITY sales a good start to its unlinked business and the continued success of its school fee plan enabled Royal Life Insurance, a member of the Royal Insurance Group, to boost single premium business by one-third in the first half of the year from £13.1m to £17.6m.

Yearling bonds total £18.35m

Yearling bonds totalling £18.35m at 12 per cent redeemed on July 27, 1982 have been issued this week by the following local authorities.

Kenet DC £0.25m; Shephway DC £0.5m; Banff and Buchan DC £0.25m; Carlisle (City) £0.5m; Doncaster Metropolitan BC £1.35m; Norwich (City) £0.5m; Greater London Council £2.5m; Glasgow (The City of) DC £2m; Walsall Metropolitan BC £0.5m; Bristol (City of) £1.5m; Redbridge (London Borough of) £0.5m; Chelmsford BC £0.75m; Islington (London Borough of) £1.5m; Macclesfield BC £0.5m; Eastbourne BC £0.25m; Merseyside Passenger Transport Executive £0.5m; Preston BC £0.5m; Sheffield (City of) £1m; Southwark (London Borough of) £1m; Stevenage BC £1.5m; Vale Royal DC £0.5m.

SHARE STAKES

Belhaven Brewery Group—Mr J. Berkeley has bought 50,000 shares, increasing his holding to 875,200 shares.

Improvement to £963,000 by London Investment Tst.

DESPITE THE depressed state of world commodity markets, London Investment Trust managed to lift pre-tax profits from £852,000 to £963,000 in the year to March 31, 1982, on turnover up from £1.95m to £2.83m.

Yearling bonds total £18.35m

Single premium business soars at Royal Life

BUOYANT ANNUITY sales a good start to its unlinked business and the continued success of its school fee plan enabled Royal Life Insurance, a member of the Royal Insurance Group, to boost single premium business by one-third in the first half of the year from £13.1m to £17.6m.

Yearling bonds total £18.35m

Yearling bonds totalling £18.35m at 12 per cent redeemed on July 27, 1982 have been issued this week by the following local authorities.

Kenet DC £0.25m; Shephway DC £0.5m; Banff and Buchan DC £0.25m; Carlisle (City) £0.5m; Doncaster Metropolitan BC £1.35m; Norwich (City) £0.5m; Greater London Council £2.5m; Glasgow (The City of) DC £2m; Walsall Metropolitan BC £0.5m; Bristol (City of) £1.5m; Redbridge (London Borough of) £0.5m; Chelmsford BC £0.75m; Islington (London Borough of) £1.5m; Macclesfield BC £0.5m; Eastbourne BC £0.25m; Merseyside Passenger Transport Executive £0.5m; Preston BC £0.5m; Sheffield (City of) £1m; Southwark (London Borough of) £1m; Stevenage BC £1.5m; Vale Royal DC £0.5m.

SHARE STAKES

Belhaven Brewery Group—Mr J. Berkeley has bought 50,000 shares, increasing his holding to 875,200 shares.

Associated British Engineering advances

THE DIESEL engineering and allied industries holding company Associated British Engineering reports taxable profits of £793,000 for the year ending March 31 1982 compared with £483,000 for the previous year.

Yearling bonds total £18.35m

Single premium business soars at Royal Life

BUOYANT ANNUITY sales a good start to its unlinked business and the continued success of its school fee plan enabled Royal Life Insurance, a member of the Royal Insurance Group, to boost single premium business by one-third in the first half of the year from £13.1m to £17.6m.

Yearling bonds total £18.35m

Yearling bonds totalling £18.35m at 12 per cent redeemed on July 27, 1982 have been issued this week by the following local authorities.

Kenet DC £0.25m; Shephway DC £0.5m; Banff and Buchan DC £0.25m; Carlisle (City) £0.5m; Doncaster Metropolitan BC £1.35m; Norwich (City) £0.5m; Greater London Council £2.5m; Glasgow (The City of) DC £2m; Walsall Metropolitan BC £0.5m; Bristol (City of) £1.5m; Redbridge (London Borough of) £0.5m; Chelmsford BC £0.75m; Islington (London Borough of) £1.5m; Macclesfield BC £0.5m; Eastbourne BC £0.25m; Merseyside Passenger Transport Executive £0.5m; Preston BC £0.5m; Sheffield (City of) £1m; Southwark (London Borough of) £1m; Stevenage BC £1.5m; Vale Royal DC £0.5m.

SHARE STAKES

Belhaven Brewery Group—Mr J. Berkeley has bought 50,000 shares, increasing his holding to 875,200 shares.

Can Saudi Arabia's 5-year plan lift you out of the recession?

If you're looking for new areas of expansion, it's well worth considering the Middle East. Saudi Arabia alone is currently spending 235 billion dollars on its development plan.

While the total development budget of the Arab States exceeds 600 billion dollars. Making it the most significant area in the world for capital projects. And one that's likely to remain so until the end of the century.


If you'd like to explore the possibilities here for your company, no one is better placed to advise you than Al Saudi Banque.

We've built up an unrivalled chain of contacts in the Middle East. Largely through local businessmen who originally helped found the bank.


As well as advising you on your choice of partners, we can provide working capital, bid bonds and performance guarantees.

We can assist you with foreign exchange, trade finance, letters of credit and syndicated loans.

In short, as the Arab States expand, we can help your business to do the same. If you'd like to discuss any of our banking services call Mamoun Darkazally or Mike Reddy at (01) 236-6533.



This advertisement is issued in compliance with the regulations of the Council of the Stock Exchange. It is not an invitation to the public to subscribe for or purchase any of the "A" Shares.



POLYMARK INTERNATIONAL P.L.C.

(Incorporated in England under the Companies Act 1945 to 1981—No. 483140)

Rights issue and placing of 3,113,838 Cumulative Convertible Redeemable Participating Preferred "A" Shares of £1 each at par

Application has been made to the Council of The Stock Exchange for the 3,113,838 Cumulative Convertible Redeemable Participating Preferred "A" Shares of £1 each of Polymark International P.L.C. (the "A" Shares) to be admitted to the Official List. Particulars relating to the "A" Shares are contained in the cards circulated by Exel Statistical Services Limited and are available during usual business hours on weekdays (Saturdays excepted) up to and including 16th August, 1982 from—

ICBC Corporate Finance Limited,
91 Waterloo Road,
London SE1 5XP

and
Vickers de Costa Limited,
Regis House,
King William Street,
London EC4R 9AR
and The Stock Exchange

NOTICE TO HOLDERS OF

MITSUI REAL ESTATE DEVELOPMENT CO., LTD.

(Incorporated in Japan)

7 1/2 PER CENT CONVERTIBLE BONDS DUE 1996

Pursuant to Clause 7(B) and (C) of the Trust Deed dated 12th December, 1980 under which the above Bonds were issued, notice is hereby given as follows:

- On May 17, 1982 and on July 15, 1982 the Board of Directors of the Company resolved to issue 20,000,000 new shares of Common Stock by way of public offering in Japan on August 1, 1982 at the price of Yen 571 per share.
- The conversion price of the Bonds as in effect on the date hereof is Yen 555 per share of Common Stock.
- The aforesaid issuance of new shares will not result in the adjustment of the conversion price of the Bonds.

MITSUI REAL ESTATE DEVELOPMENT CO., LTD.
By: The Bank of Tokyo Trust Company as Trustee
Dated: July 16, 1982

BIDS & DEALS

Hill Samuel Investment Management and the Travelers Corporation, the third largest U.S. stock insurance company...

COOK INTERNATIONAL OFFER FOR NCC
Hambros Bank says that, in respect of its offer on behalf of Cook International Inc. for NCC Energy...

CANADIAN AND FOREIGN TRUST
SHAREHOLDERS VOTED TO PLACE CANADIAN AND FOREIGN INVESTMENT TRUST...

NO PROBE
THE PROPOSED transfer of assets between Imperial Chemical Industries and BP Chemicals...

QUEENS MOAT SALES
Queens Moat Houses has sold the Plough Hotel, Cheltenham...

UK ECONOMIC INDICATORS
ECONOMIC ACTIVITY—Indices of industrial production, manufacturing output (1975=100); engineering orders (1975=100); retail sales volume (1975=100); retail sales value (1975=100); registered unemployment (excluding school leavers) and unfilled vacancies (000s). All seasonally adjusted.

EXTERNAL TRADE—Indices of export and import volume (1975=100); visible balance; current balance (2m); oil balance (2m); terms of trade (1975=100); exchange reserves.

FINANCIAL—Money supply M1 and sterling M3, bank advances in sterling to the private sector (three months growth at annual rate); domestic credit expansion (2m); building societies' net inflow; HP, new credit; all seasonally adjusted. Minimum leading rate (end period).

INFLATION—Indices of earnings (Jan 1975=100); basic materials and fuels, wholesale prices of manufactured products (1975=100); retail prices of manufactured products (1975=100); FT commodity index (July 1982=100); trade weighted value of sterling (1975=100).

THE UNION DISCOUNT COMPANY OF LONDON, p.l.c.
The Directors have declared an interim dividend of 11p per £1 Unit of Stock on account of the year ending 31st December, 1982. (1981-9p). This interim dividend will be paid on 1st September, 1982 to Stockholders whose names are on the Register at the close of business on 12th August, 1982.

BRITANNIC ASSURANCE PUBLIC LIMITED COMPANY
HALF-YEARLY STATEMENT
The premium income and new business figures for the half-year ended 30th June 1982 were as follows (the figures for the six months to 30th June 1981 are shown in brackets):

GESTETNER HOLDINGS PLC
The Directors today declared an interim dividend in respect of the financial period ending 6th November 1982 of 5% (1.25p per share) payable on 14th September 1982 to dividend shareholders registered at the close of business on 12th August. Capital shares will be allotted on the 25th August to capital shareholders and despatched on 23rd September.

MINING NEWS

Buffels has a good quarter

IMPROVED NET profits for the quarter are announced by Buffels. The company has applied for planning permission to convert the rear of the Epping Forest Hotel, Epping, Essex, to a complex containing a shopping precinct, offices and a public house with restaurant.

SHARE STAKES
Leopold Joseph Holdings—Robin Herbert, director, acquired an interest of 100,000 ordinary, Cambrian and General Securities—Ivan F. Boesky, chairman, has purchased 122,500 ordinary shares, bringing his holding to 5.71 per cent ordinary shares and 66.75 per cent capital shares. Combined, these holdings represent 24.02 per cent of voting rights of the company.

PHILIPPINES AID PLAN FOR MINES
THE GOVERNOR of the Central Bank in the Philippines, Mr. Cesar Laya, has said that the copper companies there have agreed to a compromise support programme, reports Lee Gonzalez from Manila.

SEE AHEAD, SAYS MR WATSON
WHILE the Australian mining industry is suffering from the recession Mr. Bruce Watson, managing director of MIM Holdings has stressed that "we are in a cyclical industry and we must take a longer view."

LONDON TRADED OPTIONS
Table with columns: Option, Ex'rate, Closing offer, Vol., Closing offer, Vol., Closing offer, Vol., Equity share

BASE LENDING RATES
Table with columns: Bank, Rate, Bank, Rate

EUROPEAN OPTIONS EXCHANGE
Table with columns: Series, Vol., Aug, Last, Vol., Last, Vol., Last, Stock

COOK INTERNATIONAL OFFER FOR NCC
Hambros Bank says that, in respect of its offer on behalf of Cook International Inc. for NCC Energy...

BRITANNIC ASSURANCE PUBLIC LIMITED COMPANY
HALF-YEARLY STATEMENT
The premium income and new business figures for the half-year ended 30th June 1982 were as follows (the figures for the six months to 30th June 1981 are shown in brackets):

General Mining Union Corporation Group

Gold Mining Companies' Reports for the Quarter ended 30 June 1982

All companies mentioned are incorporated in the Republic of South Africa

UNISEL Gold Mines Limited

Quarter ended 30.6.1982, 31.3.1982, 30.6.1981. Operating results: GOLD, Mined, Ore milled, Gold produced, Yield, Working revenue, Working costs, Working income, Gold price received.

REMARKS: Capital expenditure, Amounts approved not yet spent - R4 782 000.

Dividend: A dividend of 45 cents per share was paid on 30 April 1982.

BRACKEN Mines Limited

Quarter ended 30.6.1982, 31.3.1982, 30.6.1981. Operating results: GOLD, Mined, Ore milled, Gold produced, Yield, Working revenue, Working costs, Working income, Gold price received.

REMARKS: Capital expenditure, Amounts approved not yet spent - R2 777 000.

Dividend: A dividend of 14 cents per share was paid on 30 April 1982.

Development - Bracken has hedged forward for six months and received R125 000 for closing of the first month.

STILFONTEIN Gold Mining Company Limited

Quarter ended 30.6.82, 31.3.82, 30.6.81. Operating results: GOLD, Mined, Ore milled, Gold produced, Yield, Working revenue, Working costs, Working income, Gold price received.

REMARKS: Capital expenditure, Amounts approved not yet spent - R3 365 000.

Dividend: On 2 June 1982 dividend No 96 of 100 cents per share was declared payable to shareholders registered on 18 June 1982.

Development: The No 1 and No 2 shafts have reached a depth of 286 metres and 769 metres below surface respectively.

General: The construction of the mine is proceeding satisfactorily, both in respect to time and cost.

BEATRIX Mines Limited Share capital - 100 shares of R1 each. Loan capital advanced to date - R104 174 000.

Chemwax Limited

Quarter ended 30.6.1982, 31.3.1982, 30.6.1981. Operating results: Polystyrene, Polyethylene, Pulp treated, Oxide produced, Yield, Working revenue, Working costs, Working income, Gold price received.

REMARKS: Capital expenditure, Amounts approved not yet spent - R1 221 000.

Dividend: On 2 June 1982 a dividend of R8 million was declared.

MARIEVALE Consolidated Mines Limited

Quarter ended 30.6.1982, 31.3.1982, 30.6.1981. Operating results: GOLD, Mined, Ore milled, Gold produced, Yield, Working revenue, Working costs, Working income, Gold price received.

REMARKS: Capital expenditure, Amounts approved not yet spent - R1 150 000.

Dividend: On 11 June 1982 dividend No 84 of 18 cents per share was declared to members registered on 28 June 1982.

ST. HELENA Gold Mines Limited

Quarter ended 30.6.1982, 31.3.1982, 30.6.1981. Operating results: GOLD, Mined, Ore milled, Gold produced, Yield, Working revenue, Working costs, Working income, Gold price received.

REMARKS: Capital expenditure, Amounts approved not yet spent - R2 572 000.

Dividend: On 11 June 1982 dividend No 54 of 145 cents per ordinary share was declared to ordinary shareholders registered on 25 June 1982.

Development - St. Helena: St. Helena Section.

Development - St. Helena: Beisa Section.

Development - St. Helena: Uranium.

Production: The production build up has again been hampered by interruptions of water and underground geological faulting.

Operating loss: The Beisa Section incurred an operating loss of R3 315 000 for the quarter ended 30 June 1982.

REMARKS: Capital expenditure, Amounts approved not yet spent - R21 572 000.

Dividend: On 11 June 1982 dividend No 54 of 145 cents per ordinary share was declared to ordinary shareholders registered on 25 June 1982.

Development - Vaal Reef: Advanced on real, Sampled, Channel width, Average value - gold, Uranium.

Development - Vaal Reef: Financial results (R'000).

Development - Vaal Reef: Capital expenditure.

Development - Vaal Reef: Dividend.

Development - Vaal Reef: Remarks.

Development - Vaal Reef: General.

Development - Vaal Reef: Ore reserves as at 30 June 1982.

The GROOTVLEI Proprietary Mines Limited

Quarter ended 30.6.1982, 31.3.1982, 30.6.1981. Operating results: GOLD, Mined, Ore milled, Gold produced, Yield, Working revenue, Working costs, Working income, Gold price received.

REMARKS: Capital expenditure, Amounts approved not yet spent - R17 510 000.

Dividend: On 11 June 1982 dividend No 87 of 38 cents per unit of stock was declared to members registered on 25 June 1982.

Development: The mining of higher grade areas necessitated by the lower gold price and the commencement of stoping operations on the Black reef horizon have resulted in an improved recovery grade.

WINKELHAAK Mines Limited

Quarter ended 30.6.1982, 31.3.1982, 30.6.1981. Operating results: GOLD, Mined, Ore milled, Gold produced, Yield, Working revenue, Working costs, Working income, Gold price received.

REMARKS: Capital expenditure, Amounts approved not yet spent - R17 758 000.

Dividend: A dividend of 158 cents per share was paid on 30 April 1982.

BUFFELSFONTEIN Gold Mining Company Limited

Quarter ended 30.6.1982, 31.3.1982, 30.6.1981. Operating results: GOLD, Mined, Ore milled, Gold produced, Yield, Working revenue, Working costs, Working income, Gold price received.

REMARKS: Capital expenditure, Amounts approved not yet spent - R17 758 000.

Dividend: A dividend of 158 cents per share was paid on 30 April 1982.

Development - Vaal Reef: Advanced on real, Sampled, Channel width, Average value - gold, Uranium.

Development - Vaal Reef: Financial results (R'000).

Development - Vaal Reef: Capital expenditure.

Development - Vaal Reef: Dividend.

Development - Vaal Reef: Remarks.

Development - Vaal Reef: General.

Development - Vaal Reef: Ore reserves as at 30 June 1982.

WEST RAND Consolidated Mines Limited

Quarter ended 30.6.1982, 31.3.1982, 30.6.1981. Operating results: GOLD, Mined, Ore milled, Gold produced, Yield, Working revenue, Working costs, Working income, Gold price received.

REMARKS: Capital expenditure, Amounts approved not yet spent - R1 384 000.

Dividend: No interim dividend was declared.

LESLIE Gold Mines Limited

Quarter ended 30.6.1982, 31.3.1982, 30.6.1981. Operating results: GOLD, Mined, Ore milled, Gold produced, Yield, Working revenue, Working costs, Working income, Gold price received.

REMARKS: Capital expenditure, Amounts approved not yet spent - R4 437 000.

Dividend: A dividend of 12 cents per share was paid on 30 April 1982.

KINROSS Mines Limited

Quarter ended 30.6.1982, 31.3.1982, 30.6.1981. Operating results: GOLD, Mined, Ore milled, Gold produced, Yield, Working revenue, Working costs, Working income, Gold price received.

REMARKS: Capital expenditure, Amounts approved not yet spent - R36 380 000.

Dividend: A dividend of 62 cents per unit of stock was paid on 30 April 1982.

Development: An anomalous increase in the working costs arose due to the necessity to toll mill rock at Black on Mines Limited arising from a series of problems on the filter plant of the reduction works.

REMARKS: Capital expenditure, Amounts approved not yet spent - R36 380 000.

Dividend: A dividend of 62 cents per unit of stock was paid on 30 April 1982.

Development: The construction of the mine is proceeding satisfactorily, both in respect to time and cost.

REMARKS: Capital expenditure, Amounts approved not yet spent - R104 032 000.

Dividend: On 2 June 1982 dividend No 50 of 280 cents per share was declared payable to shareholders registered on 18 June 1982.

Development: The construction of the mine is proceeding satisfactorily, both in respect to time and cost.

REMARKS: Capital expenditure, Amounts approved not yet spent - R104 032 000.

Jobannesburg, 21 July 1982. Copies are available from: London Office, 30 Ely Place, London, EC1N6BU

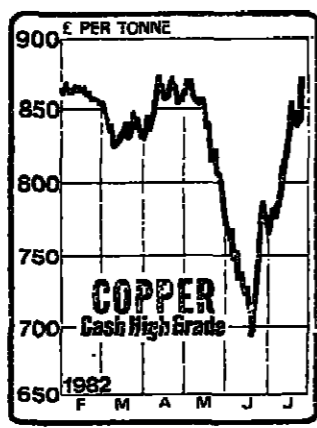
COMMODITIES AND AGRICULTURE

Companies and Markets

Strength of gold pushes copper prices higher

BY JOHN EDWARDS, COMMODITIES EDITOR

COPPER prices advanced strongly again on the London Metal Exchange yesterday, encouraged by the rise in gold and hopes of a further lowering in U.S. interest rates. Higher grade cash copper closed 250 up at \$872.5 a tonne—its highest level for 10 weeks. The three months quotation closed \$32.5 higher at \$891.75 and in later trading rose to a peak of \$895, as the New York copper market opened on a firm note.



Traders said there was a considerable amount of speculative buying activity. Forecasts of a further rise in prices, to over \$900 a tonne, have been fuelled by the trend in gold; the cut in U.S. interest rates and the higher than expected prices paid at the recent U.S. Mint buying tender. Reports of Chinese buying earlier this month started the change in market sentiment, encouraging covering purchases by both consumers and speculators. However, there are signs of consumer resistance at the higher level which may make it difficult to sustain the rise unless Middle East.

Silver followed the upturn in gold. The bullion spot price at the morning fixing jumped by 35.35p to 404.35p a troy ounce and the market held at the higher level in the afternoon. The Free market platinum moved up 70, gaining \$4.10 to \$175.65 a troy ounce.

Lead, zinc, aluminium and nickel all followed the upward trend in copper but tin prices lost ground again. Cash tin closed \$177.5 lower at \$8,257.5 a tonne following some heavy selling, believed to be profit-taking, mainly from one dealer. There was reported to be some support buying of three months high grade tin by the buffer stock of the International Tin Council in late trading, but there are increasing doubts about the ability of the buffer stock to continue supporting the market effectively. The buffer stock was understood to have been forced to take up the total offering (of 341 tonnes) in the Penang market overnight to meet the Straits tin price at the Tin Agreement's "floor" level of \$829.15 a kilo.

India urged to stockpile sugar

WORRIED by the expected glut in production of sugar in the country, the Indian Sugar Mills Association has urged the Government to purchase at least 1m tonnes and build up a buffer stock of 1.5m tonnes this year.

It has also asked that the statutory minimum price for sugar cane be raised to more than the level of Rs 15.50 per quintal recommended by the Agricultural Price Commission.

The third demand made is that the Government should encourage sugar exports from next January itself and that it should seek a higher export quota under the International Sugar Agreement.

The sugar industry expects an export quota of 1m tonnes under the ISA and has asked the Government to export at least 80 per cent of this between January and April because of the glut.

The association has noted that the current 1981-82 season would end with a carry over stock of 2.2m tonnes. With the increase in production stocks at the end of the 1982-83 season would be around 4.5m tonnes.

AUSTRALIAN FARMING Growers in triple jeopardy

BY MICHAEL THOMPSON-NOEL, IN SYDNEY

FORECASTS of a 30 per cent slump in the net value of Australian farm output this year have further depressed the country's agricultural sector. Across Australia, farmers are in triple jeopardy—from drought, from rock-bottom export prices, and from what they see as the Government's inexplicable readiness to prop up manufacturing industries at the expense of the economy as a whole.

Earlier this week, farmers were increased when the Government announced a new aid package for industry and a refusal, for now, to countenance a phasing out or lowering of trade tariffs. According to Mr Harold Falcomb, president of the biggest farm group in New South Wales, the Livestock and Grain Producers Association: "The farm sector is bitterly disappointed by the Government's decision once again to put the interests of some inefficient manufacturing industries above the interests of the community."

But drought is a more immediate problem, particularly in NSW and Queensland. The bureau of meteorology in Melbourne said yesterday: "Since June 30, drought conditions have established themselves over most of New South Wales, except the eastern seaboard, and Northern and Central New South Wales, with the result that a 1982-83 harvest as low as 14m tonnes is forecast."

Wheat exports are expected to rise to 13.4m tonnes, nearly 2m tonnes more than last year. As wheat is a dominant export commodity that should prove of benefit to Australia's high current account deficit.

If the drought continues, it will affect not only the wheat crop, but the quality and volume of the wool clip, as well as the beef industry. On current forecasts, beef production is expected to drop 7 per cent to 1,455m tonnes, with a 2 per cent reduction in value, to A\$1,795m. The value of wool exports—with about 70 per cent shipped to the U.S. and Japan—may fall by 3 per cent. Cattle numbers are expected to fall further, to about 24.5m by next March, but if dry conditions persist, says the Bureau of Agricultural Economics, the slaughterings will be lower than the 450,000 head that are expected to be processed in 1982-83.

The sugar cane industry, already thoroughly depressed, is unlikely to show any recovery, with the value of production expected to show an 18 per cent fall to A\$850m, in spite of an expected record increase in output to 3.6m tonnes. On the wool front, production this year is forecast at 709m kilos, with A\$1,564m. The wool clip is likely to be around 450,000 bales, a 10 per cent increase on last year's 410,000. The picture painted by the bureau is of a relatively stagnant wool industry, with only marginal increases in the auction price and no increase in production.

Mutton and lamb prices are expected to show little change. But the bureau expects the gross value of Australian dairy production to rise by 11 per cent, to around A\$1,120m, thanks to higher milk output and better prices.

According to the Bureau of Statistics, its export price index for live animals and food in the 12 months to May declined by 8 per cent. It is unclear whether the federal government in Canberra will seek to aid the rural sector in its budget next month, particularly as it is being assaulted on all fronts by calls for lower rates of income tax.

But the penny could drop, particularly as Canberra realises that it is faced with lower rural tax collections, higher rural unemployment and no significant boost in total rural exports to help the current account deficit. In the view of the Australian Labor Party, the Liberal government is still not fully recognising the impact on farm costs of its protectionist policies for industry, while in the view of Mr Michael Davidson, president of the National Farmers Federation, the forecasts of a 30 per cent fall in real terms of the net value of rural production, and of a further fall in farmers' terms of trade, will flow on throughout the entire economy. Australian agricultural, says Mr Davidson, is now in the grip of a "serious recession."

Whaling ban is in the balance

BY NANCY DUNNE IN BRIGHTON

IT WOULD take a hardened gambler to put his money on the outcome of the vote banning whaling at the International Whaling Commission business meeting here this week. Technical committee meetings are moving ponderously, only rumours fly. A vote which seems to indicate that a ban is inevitable is quickly followed by another which leaves the issue once again in doubt.

Yesterday the delegates had a variety of factors to ponder. The inscrutable Chinese, who had never before cast an IWC vote, broke their silence by voting with the Japanese (who lost anyway) for a quota of 590 sperm whales in the western N. Pacific. Two votes later it opposed Japan and voted for a reduced quota on minke whales. Dominica, which has never attended an IWC meeting, has in fact given notice that it will withdraw from the Commission this year, was reportedly

on the way here to vote for the ban.

The Japanese delegation is said to have sent out letters checking the credentials of each delegation. Saint Lucia, an active anti-whaling representative, nearly lost its voting rights—and the whole ban battle—after questions were asked about the members' credentials. Argentina, a former anti-whaler, along with Mexico, seems headed for the Spanish bloc, composed of Spain, Peru and Chile—all whaling nations. Mexico and South Africa have emerged as the countries to watch. They can make or break the ban.

Environmentalists at the conference have had several successes: the vote to vote on a proposal to phase out all commercial whaling by the end of 1988 season was followed by quota reductions on minke whales. A vote on the proposed ban

is expected late today or tomorrow. Should it pass, Japan is not expected to walk out of the Commission, but it will raise an objection. A formal notice of objections means Japan will be able to continue whaling. That, however, could bring in the U.S., which has sanctions already to punish nations which do not cooperate with fishery conservation.

One law would embargo Japanese fish exports to the U.S. The other would cut in half for one year the quota for Japanese fishing in U.S. waters. After a year, no Japanese fishing would be permitted there. Some conservationists feel the momentum for ending whaling which has built up since 1975 is right this year, but if they fail they may never again have the strength to defeat the whaling nations.

S. African maize crop estimate down

PRETORIA — South Africa's official 1981-82 maize crop estimate has been cut by 147,000 tonnes to 3.9m tonnes from 4.04m forecast last month, the agriculture department said.

The estimate, which is based on conditions at the end of June, is sharply down from 1980-81's record output of 14.6m tonnes and reflects the effects of a drought earlier this year throughout main growing areas.

Maize estimates from every region show a decline. The agriculture department estimated grain sorghum output lower at 284,000 tonnes against last month's 303,000 tonnes and last season's 552,000 tonnes actual production.

All South African summer cereals have been adversely affected by drought. Reuter.

Thailand wins larger EEC tapioca quota

BY JONATHAN SHARP IN BANGKOK

THE EEC is to allow Thailand to export an additional 1m tonnes of tapioca to the Community this year on top of its original quota of 5m tonnes. Thai officials said here yesterday.

Half of the extra amount is to be taken up by the 1982 crop of 3.5m tonnes, and the rest is in addition to this year's quota, which has already been almost filled, according to the director-general of the Thai Foreign Trade Department, Bajr Issararasa.

Up to July 18 Thailand had already exported more than 4.5m tonnes of the commodity,

which is used by the EEC countries as a cheap substitute for cereals in animal feed. Mr Bajr said the EEC agreed to the extra shipments on condition that Thailand ratified an agreement on quotas initiated last year.

Tapioca shipped within the quotas faces import duties of 6 per cent, while quantities above the quota would be charged 18 per cent. The Thai pressure to export more tapioca illustrates the dilemma this country faces over the commodity, which is the main source of income for more than 5m farmers, most of them

in the poverty-stricken north and north-east. The EEC's readiness to import large quantities of tapioca after the mid-1980s is expected to decline, yet efforts to find crop substitutes in Thailand have so far made little progress.

In the past two decades tapioca has jumped to become Thailand's third biggest foreign exchange earner behind rice and tourism. Almost all the exports go to Europe, and no other market is likely to be able to absorb the quantities that Thailand produces.

Russian forage supplies down

WASHINGTON—State procurements of hay in the Soviet Union up to July 12 amounted to 20.8m tonnes compared with 31.0m by July 13 last year, the U.S. Agriculture Department's counsellor in Moscow said in a field report.

The said procurements of hay amounted to 30.5m tonnes compared with 35.0m, while silage totalled 4.2m versus 5.1m and grass meal 2.8m versus 2.9m tonnes.

It said sown and natural grasses cut by July 12 amounted to 40.1m hectares versus 44.1m by July 13 a year ago and 40.0m by July 14, 1980. Reuter.

LONDON OIL SPOT PRICES

Table with columns for oil types (Arabian Light, Brent, etc.), price per barrel, and change from previous day.

GAS OIL FUTURES

Table with columns for gas oil types, price per tonne, and change from previous day.

BRITISH COMMODITY MARKET

Table listing various commodities like tin, copper, zinc, and their prices.

GOLD MARKETS

Gold rose \$16 an ounce from Tuesday's close in the London bullion market yesterday. The metal finished at \$359.387, and touched a high of \$368.260 as the market gained impetus from renewed interest in the U.S.

LONDON FUTURES

Table with columns for commodity types, price, and change from previous day.

COFFEE

Table with columns for coffee types, price, and change from previous day.

RUBBER

Table with columns for rubber types, price, and change from previous day.

PRICE CHANGES

Table showing price changes for various commodities.

AMERICAN MARKETS

Table showing price changes for American commodities.

TUESDAY'S CLOSING PRICES

Table showing closing prices for various commodities.

WHEAT

Table with columns for wheat types, price, and change from previous day.

BARLEY

Table with columns for barley types, price, and change from previous day.

GRAINS

Table with columns for grain types, price, and change from previous day.

WHEAT

Table with columns for wheat types, price, and change from previous day.

WHEAT

Table with columns for wheat types, price, and change from previous day.

WHEAT

Table with columns for wheat types, price, and change from previous day.

WHEAT

Table with columns for wheat types, price, and change from previous day.

Were you caught short?

When commodity prices turned sharply upwards, many people were trapped in short positions. But subscribers to our weekly London Commodity Charts Service had every opportunity to escape the bear trap. Look what we told them:

Table showing commodity prices and changes from previous day.

For proof of our accurate predictions, send for the last six weeks' comments - and the latest edition of the Commodity Charts Service, so that you can find out what will happen next. Telephone Harvey Stewart on Cambridge (0223) 392251, or write to him at Investment Research, 22 Patten Street, Cambridge, CB2 1JH.

WHEAT

Table with columns for wheat types, price, and change from previous day.

Business done - Wheat: Sept 109.75-110.00, Nov 115.25-115.50, Dec 122.75-123.00. Barley: Sept 104.50-104.75, Nov 110.00-110.25, Dec 115.00-115.25. Maize: Sept 104.50-104.75, Nov 110.00-110.25, Dec 115.00-115.25.

WHEAT

Table with columns for wheat types, price, and change from previous day.

Business done - Wheat: Sept 109.75-110.00, Nov 115.25-115.50, Dec 122.75-123.00. Barley: Sept 104.50-104.75, Nov 110.00-110.25, Dec 115.00-115.25. Maize: Sept 104.50-104.75, Nov 110.00-110.25, Dec 115.00-115.25.

WHEAT

Table with columns for wheat types, price, and change from previous day.

Business done - Wheat: Sept 109.75-110.00, Nov 115.25-115.50, Dec 122.75-123.00. Barley: Sept 104.50-104.75, Nov 110.00-110.25, Dec 115.00-115.25. Maize: Sept 104.50-104.75, Nov 110.00-110.25, Dec 115.00-115.25.

WHEAT

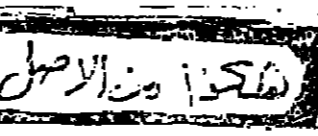
Table with columns for wheat types, price, and change from previous day.

Business done - Wheat: Sept 109.75-110.00, Nov 115.25-115.50, Dec 122.75-123.00. Barley: Sept 104.50-104.75, Nov 110.00-110.25, Dec 115.00-115.25. Maize: Sept 104.50-104.75, Nov 110.00-110.25, Dec 115.00-115.25.

WHEAT

Table with columns for wheat types, price, and change from previous day.

Business done - Wheat: Sept 109.75-110.00, Nov 115.25-115.50, Dec 122.75-123.00. Barley: Sept 104.50-104.75, Nov 110.00-110.25, Dec 115.00-115.25. Maize: Sept 104.50-104.75, Nov 110.00-110.25, Dec 115.00-115.25.



Companies and Markets

INTERNATIONAL COMPANIES and FINANCE

NON-OPERATING GAIN AIDS SECOND QUARTER

First half setback at Dow Chemical

BY TERRY BYLAND IN NEW YORK

DOW CHEMICAL, the second largest U.S. chemicals producer, is having a rough time, in common with others in its sector.

Second-quarter earnings of \$197m, equal to \$1.02 a share, are reported, against \$189m or \$1.00 a share for the corresponding 1981 period.

But the latest figures include a non-operating gain equal to 62 cents a share arising from the dissolution of Asahi-Dow, a joint venture in Japan.

Dow said it received \$162m from the Japanese transaction which was used to reduce short-term debt. Total debt at the end of June was \$299m down from \$305m at the end of the previous quarter.

Higher sales boost Lockheed Second dollar Eurobond in fortnight for Mexico

By Our New York Staff

PROFITS AT Lockheed Corporation, one of the largest aircraft contractors in the U.S., are showing the expected improvement now that the L-1011 TriStar has been phased out.

For the second quarter of this year, Lockheed has reported net earnings of \$51.5m or \$2.68 a share, compared with \$34.3m or \$2 a share last year.

The 1981 profit is before charging \$19.5m on TriStar, which made the final net figure \$14.5m.

Sales for the second quarter have moved up from \$1.3bn to \$1.5bn.

Chrysler sells \$500m of receivables

BY OUR NEW YORK STAFF CHRYSLER FINANCIAL, the sales financing subsidiary of the car company, has sold \$500m of retail receivables to Manufacturers Hanover Trust and 38 other banks.

First Boston doubles earnings

BY PAUL BETTS IN NEW YORK

FIRST BOSTON, the Wall Street investment bank which has been the centre of the surge in corporate mergers in the U.S. over the past year or so, has reported sharply higher second quarter and first half earnings.

Net earnings in the quarter more than doubled to \$12.7m or \$2.2 a share from \$6.1m or \$1.11 a share. First half earnings were also more than double at \$28.1m or \$4.93 a share compared to \$13.1m or \$2.40 a share.

Revenues were \$67m for the second quarter and \$172m for the first half, compared to \$68m and \$181m in the same periods last year.

Schering-Plough edges ahead

EARNINGS at Schering-Plough, the drugs, cosmetics, toiletries and household products maker, were curbed in the second quarter by the strength of the dollar.

American Airlines breaks even

BY OUR NEW YORK STAFF

AMERICAN AIRLINES, the third largest domestic carrier in the U.S., barely broke even in the second quarter, after a large deficit in the first quarter.

It turned in second quarter profits of \$466,000 compared with a profit of \$27.8m in the same period last year.

The sharp second quarter earnings fall for American Airlines was not unexpected, given the price cutting battle for Dallas Airport traffic after the Texas-based Braniff filed for Chapter 11 bankruptcy earlier this year.

Second quarter slide at Alcan

By Our Financial Staff

ALCAN ALUMINIUM, the Canadian group which shares world leadership in aluminum with Alcoa of the U.S., suffered a further severe setback in the second quarter.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists.

NORTH AMERICAN QUARTERLY RESULTS

Table with columns for company name, quarter, and financial metrics like Revenue, Net profits, and Net per share.

\$104m loss at Republic Steel

BY OUR NEW YORK STAFF

FURTHER BLEAK news came from U.S. steel industry yesterday in the form of an operating loss of \$137.7m in the second quarter at Republic Steel, the country's fourth largest producer.

Second quarter slide at Alcan

By Our Financial Staff

ALCAN ALUMINIUM, the Canadian group which shares world leadership in aluminum with Alcoa of the U.S., suffered a further severe setback in the second quarter.

Second quarter slide at Alcan

By Our Financial Staff

ALCAN ALUMINIUM, the Canadian group which shares world leadership in aluminum with Alcoa of the U.S., suffered a further severe setback in the second quarter.

Second quarter slide at Alcan

By Our Financial Staff

ALCAN ALUMINIUM, the Canadian group which shares world leadership in aluminum with Alcoa of the U.S., suffered a further severe setback in the second quarter.

Second quarter slide at Alcan

By Our Financial Staff

ALCAN ALUMINIUM, the Canadian group which shares world leadership in aluminum with Alcoa of the U.S., suffered a further severe setback in the second quarter.

Second quarter slide at Alcan

By Our Financial Staff

ALCAN ALUMINIUM, the Canadian group which shares world leadership in aluminum with Alcoa of the U.S., suffered a further severe setback in the second quarter.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists.

Large table listing international bond issues with columns for issuer, amount, maturity, and yield.

This announcement is neither an offer to sell nor a solicitation of an offer to buy these securities. The offer is made only by the Prospectus.

New Issue

\$400,000,000

Asian Development Bank

Ten Year Zero Coupon Notes, Due July 15, 1992

Price 25.00%

plus accrued amortization of original issue discount, if any, from July 28, 1982

Copies of the Prospectus may be obtained in any State only from such of the undersigned and others as may legally offer these securities in such State.

- | | |
|---|---|
| Lehman Brothers Kuhn Loeb
<small>Incorporated</small> | The First Boston Corporation |
| Morgan Stanley & Co.
<small>Incorporated</small> | Dillon, Read & Co. Inc. |
| Merrill Lynch White Weld Capital Markets Group
<small>Merrill Lynch, Pierce, Fenner & Smith Incorporated</small> | Goldman, Sachs & Co. |
| Atlantic Capital
<small>Corporation</small> | Bache Halsey Stuart Shields
<small>Incorporated</small> |
| Bear, Stearns & Co. | Blyth Eastman Paine Webber
<small>Incorporated</small> |
| Donaldson, Lufkin & Jenrette
<small>Securities Corporation</small> | Drexel Burnham Lambert
<small>Incorporated</small> |
| Kidder, Peabody & Co.
<small>Incorporated</small> | Lazard Frères & Co. |
| Shearson/American Express Inc. | Smith Barney, Harris Upham & Co.
<small>Incorporated</small> |
| Warburg Paribas Becker
<small>A.G. Becker</small> | Wertheim & Co., Inc. |
| Daiwa Securities America Inc. | The Nikko Securities Co.
<small>International, Inc.</small> |
| Nomura Securities International, Inc. | Yamaichi International (America), Inc. |

July 15, 1982

Companies and Markets INTL. COMPANIES & FINANCE

William Hall examines the banking shocks in the Ambrosiano affair Italy strains the Basle Concordat

WHEN THE financial scandal surrounding the Banco Ambrosiano group first surfaced, international banks tended to dismiss it as the sort of rather messy incident that occasionally occurs in Italy, but is of little relevance to the rest of the world's financial system.

However, the events of the past week have given bankers a rude shock. The fact that the group's Luxembourg subsidiary, Banco Ambrosiano Holding, has been allowed to default on interest and principal repayments on its borrowings from 250 or so of the world's leading banks, has thrown into question the effectiveness of international bank supervision and the responsibilities of central banks when one of their flock runs into trouble.

At present the Italian rescue of the Ambrosiano group is being limited to the domestic operations and not the offshore ventures. This discriminatory treatment is contrary to what bankers believe to be established practice and many feel that if it is allowed to persist it will make a very serious breach of international understandings between central banks about their respective responsibilities when a bank gets into difficulties.

Although Banco Ambrosiano's operation borrowed more than \$400m from international banks, it is the threat to these understandings, rather than the size of the losses, which most worries the commercial and central banks now eyeing the write-off.

If the Italian authorities persist in supporting the domestic operations of Banco Ambrosiano while denying similar treatment for the group's overseas operations, it could damage the

overseas credit rating of other Italian subsidiaries. For much more important, it could precipitate a flight of funds out of offshore financial centres which could destabilise the international money markets. It is this last fear which is now uppermost in many bankers' minds.

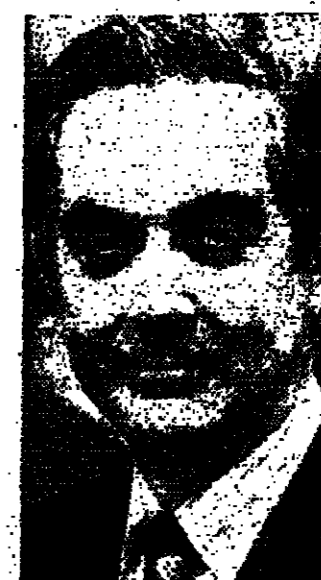
Dr Richard Dale, a financial consultant with the Brookings Institution, has just completed a monograph on "bank supervision around the world" for the Group of 30, a forum of central and commercial banks, chaired by Dr Johannes Witteveen, the former managing director of the International Monetary Fund.

According to Dr Dale, offshore centres represent a weak link in the international banking supervisory chain and the Ambrosiano affair has highlighted the problems central banks face in some offshore centres, particularly where there are strict secrecy laws.

He believes that the apparent discrimination between Ambrosiano's onshore and offshore operations is a "dangerous and undesirable situation". He feels that it provides a "critical test of the responsibilities of central banks". Judging by the discreet pressure being brought to bear on the Italians, his view is shared by many others.

Many bankers believe that the Ambrosiano affair presents a major challenge to the Basle Concordat, the agreement between central bank supervisors about the allocation of responsibilities. Even if the matter is resolved eventually, it has highlighted the fact that the concordat has a number of holes in it.

The concordat was framed following the banking crisis of



Mr Peter Cooke

the early 1970s when a number of banks failed, most notably West Germany's Herstatt Bank in 1974. The governor of the world's leading central banks was concerned that they issued a statement in September 1974 to the effect that while it was not practical to lay down in advance detailed rules and procedures for the provision of temporary support to banks experiencing liquidity difficulties, the means were available and would be used when necessary.

At the same time the governors decided that there was a need for better surveillance over the international banking system and set up a standing committee—the Committee on Banking Regulations and Supervisory Practices—with members drawn from the Group of Ten major

industrialised countries and Switzerland.

The committee met for the first time in February 1975 under the chairmanship of Mr. George Blenden of the Bank of England. Two years later he was succeeded by another Bank of England man, Mr. Peter Cooke, and since then the committee, which meets three times a year, has been known as the Cooke Committee.

Peter Cooke, and other central bankers, have stressed on more than one occasion that the Basle Concordat related to central banks' supervisory responsibilities and was not an agreement about the provision of lender-of-last-resort facilities in the event of a bank failure.

The aim of the concordat in the words of the Bank of England "is to sustain as far as possible by effective supervision the health and safety of the existing structure. It does not set out to rule on the way in which the pieces of that structure should be picked up if it is broken".

Nevertheless, for many bankers the Basle Concordat is seen as an indication of the central bank's co-operative agreement to stand behind their own institutions in case of trouble and this is why so many bankers are concerned by the implications of the Ambrosiano affair.

The concordat gives a number of guidelines covering the respective supervisory responsibilities of national authorities. In the case of overseas branches the only restriction is that the parent authority but in the case of overseas subsidiaries, the concordat was rather vague and this is one of the problems with the Ambrosiano affair.

Akzo to start production of 'wonder fibre'

By Walter Ellis in Amsterdam

A JOINT venture between the Dutch Government and Akzo, the biggest Dutch chemicals and fibres group, has been hailed by Mr. Jan Teulings, the Economic Minister, as "an outstanding example of the kind of project that could lead to a renewal of our economic structure."

The Government, through its Northern Industrial Investment Agency, NOM, is putting up half of the fl 600m required by Akzo to establish production of Arenka, the so-called "wonder fibre" lighter than steel and nearly six times as strong.

Akzo and Dupont, the U.S. chemicals group, have long been engaged in a legal battle over the origins of the new fibre—an Aramid substance related to nylon—but with the Dutch Government clearly on its side, Akzo now feels that it can move into production without too much fear of unwelcome legal consequences.

It is hoped that the Arenka project will be onstream by 1985. Akzo will be represented by Enka, its fibres division, and the Government end will be handled by NOM. Enka has been developing Arenka since 1968 at a cost of more than fl 100m (\$38.9m).

Initially, the Arenka project will have a production capacity of 5,000 tonnes, with provision for subsequent expansion. Some 400 new jobs will be created—200 at Delfzijl and 200 in Emmen, with a further 100 men employed in an Enka plant in Arnhem, also working on the project.

The equity of the new company will be split equally between Enka and Nom, with each providing an initial fl 60m.

Disgruntled former shareholders in the Ferenka venture in Antrim, Northern Ireland, which was closed by Enka after mounting losses last year, have complained that the new material could have been made in Antrim.

It is understood, however, that since the raw materials are to be manufactured in the Netherlands, it would have been prohibitively expensive to centre production in Northern Ireland.

IBH expects earnings setback

By Kevin Done in Frankfurt

IBH HOLDINGS, the leading European construction equipment group, held sales in the first half of this year at DM 1.2bn (\$489m) despite the deep recession in major world markets.

The group had unconsolidated sales last year of DM 2.4bn, and Herr Horst Dieter Esch, chief executive, said yesterday that sales for the current year should total around DM 2.5bn, excluding the latest acquisition of Babcock International's construction equipment division by its subsidiary, Wibau.

As for profits, IBH hopes to break even in 1982 following surpluses of DM 7m and

DM 3.3m before and after tax respectively in 1981.

Of sales of DM 1.2bn in the first half of 1982, some DM 536.8m came from production companies based in West Germany, with the rest derived from operations based in the UK, North America, France and Brazil. About 75 per cent of West German sales and 65 per cent of UK turnover came from export markets.

The domestic West German market for building machinery and building materials plants is in deep recession. Industry sales last year fell by 31.4 per cent to DM 3.2bn. Production overall showed a small nominal increase

of 2.7 per cent to DM 7.2bn solely as a result of a 32 per cent rise in exports to DM 6.5bn.

Industry new orders last year rose by 37 per cent, with the 24 per cent fall in domestic orders being compensated for by a 92 per cent rise in foreign orders. One country, Iraq, placed more orders—at DM 2.5bn—than the whole of the West German market.

IBH sales have also been chiefly underpinned by export orders, particularly from several of the leading oil exporting countries in the Middle East.

The most profitable part of the IBH operations is service and spare parts operations.

Roussel first quarter advance

By David Marsh in Paris

ROUSSEL-UCLAF, the French pharmaceutical subsidiary of Hoechst—of West Germany, registered a 10 per cent increase in group profits in the first quarter this year.

Turnover at both group and parent company level rose sharply, thanks above all to the weakness of the franc, which helped boost the company's exports, particularly to the U.S. and Japan.

The company, in which the French state shortly intends to hold a blocking minority by raising its present 20 per cent stake, reports that group turnover rose to FFf 1.99bn

(\$343m) in the first quarter, up 22.8 per cent from the same period in 1981. Turnover growth continued at the same rate until the end of May.

First-quarter group net profits were FFf 44m, 10 per cent up on 1981. At the parent company level, turnover rose by 28.2 per cent to FFf 825m, and net profits were up 14.7 per cent to FFf 37.1m.

Underlying the group's efforts to increase capital spending, especially on research, investment during the quarter rose by 23.4 per cent to FFf 73.4m.

With more than 65 per cent

of sales going abroad, Roussel was being particularly well placed to take advantage of the weakness of the franc and the strength of the dollar.

Shareholders are due to meet on August 25 to vote a capital increase in order to accommodate the planned share restructuring. Hoechst will retain a majority stake, but its shareholding will be trimmed slightly from 57.5 per cent.

The Government is putting out a general offer to exchange Roussel shares against bonds in order to entice both Hoechst and small shareholders to lower their stakes.

Dutch textiles producer seeks debt moratorium

By Our Amsterdam Correspondent

VANHEEK Schutterveld, a Dutch textiles producer, with a workforce of 650 in the northern town of Enschede, has applied to the local civil court for a moratorium on debt repayments.

The company incurred losses of fl 14.5m (\$5.3m) last year and fl 7m in 1980, and has a total accumulated debt of fl 46m.

Schutterveld's bankers have been pressing for some time for a reorganisation of the company's activities and have suspended financial assistance.

In the Netherlands a debt moratorium does not have to lead to bankruptcy. Other larger concerns have benefited from the procedure recently, using the breathing space to attempt a rebuilding of resources. Nevertheless, there are growing fears that closure may follow, taking unemployment in the Enschede area above 15 per cent.


Schutterveld makes corduroy, Spijerij, Nederland, nearby, produces the raw material.

Saffra master company ahead

By Our Banking Correspondent

TRADE DEVELOPMENT Bank Holding, the Luxembourg master company for the Edmund Saffra's international banking group, increased earnings by 5 per cent to \$38m, in the first half to June 30. Earnings per share rose from \$2.20 to \$2.30.

Net earnings of Republic New York Corporation, the group's 61 per cent-owned U.S. subsidiary, fell by 13 per cent to \$27m, but TDBH says that "this was fully compensated for by the performance of the rest of the group."



\$75,000,000 debt restructuring


The undersigned acted as advisor and guarantor to Kellogg Company in this transaction.

Morgan Guaranty Trust Company of New York

June 1982

This advertisement complies with the requirements of the Council of The Stock Exchange.

U.S. \$150,000,000

Export Development Corporation 

(An agent of Her Majesty in right of Canada)

Société pour l'expansion des exportations

(Mandataire de Sa Majesté du chef du Canada)

14 3/8% Notes Due July 15, 1987

A syndicate managed by the following has agreed to subscribe or procure subscribers for the Notes:

Salomon Brothers Inc	Wood Gundy Incorporated
Merrill Lynch White Weld Capital Markets Group <small>Merrill Lynch, Pierce, Fenner & Smith Incorporated</small>	Dominion Securities Ames Inc.

The Notes, issued at 99-80 per cent, have been admitted to the Official List by the Council of The Stock Exchange subject only to the issue of the Notes.

Interest on the Notes will be payable semi-annually on January 15 and July 15 beginning January 15, 1983. The Notes will not be redeemable prior to maturity.

Full particulars of the Notes are available in the Extel Statistical Service and may be obtained during usual business hours up to and including August 5, 1982 from:—

R. Nivison & Co.
25 Austin Friars
London EC2N 2JB

July 22, 1982

Moevenpick to maintain dividend despite reverse

By John Wicks in Zurich

MOEVENPICK, the Swiss catering group, reports lower profits for the year ended March 1982 but is to maintain its dividend at 15 per cent.

Net profits are 12 per cent down at SwFr 5.1m (\$2.4m) following a sharp rise in the charge for depreciation as a result of the company's recent SwFr 36.5m capital spending programme. The North American side also stayed in the red.

The after tax result contrasts with Moevenpick's improved performance at the operating level, where profits rose by just under a tenth to SwFr 27m. The dividend is being maintained on higher capital.


Company chairman Herr Ueli Prager says main expansion goals in the coming years will be in West Germany and in the motorway restaurant sector in

Switzerland. In recent months, Moevenpick has bought the Nestlé stake in Epicura Holding—the company responsible for Moevenpick catering operations in Germany—and opened new hotels and Swiss motorway restaurants. A Moevenpick bungalow hotel is to open in Egypt next spring.

Damas, the forwarding agent, last year booked an unconsolidated turnover of about SwFr 4.2bn (\$1.97bn), down from SwFr 4.3bn in 1980. This is disclosed in the first-ever annual report published by the 167-year-old company, which operates in 36 different countries with a total payroll of nearly 10,500.

Damas reports that overall business this year has so far been "satisfactory and up to expectations."

In war, in peace you need his help



When help is needed, please help him and his dependants

A donation, a covenant, a legacy to THE ARMY BENEVOLENT FUND

will help soldiers, ex-soldiers and their families in distress

THE OFFICERS OF THE ARMY BENEVOLENT FUND

Companies and Markets **INTERNATIONAL COMPANIES and FINANCE**

GHAFAR BABA BUILDS AN EMPIRE

Pegi Malaysia outgrows its shell

THREE YEARS ago, Pegi Malaysia Berhad, was a small, little-known investment company, struggling to keep its eyes in the black. Today, it is on the threshold of an exciting phase of expansion, following the announcement that it is buying the 51 per cent of Dunlop Malaysian Industries (DMI), the country's biggest tyre manufacturer, held by Dunlop Holdings (DHL) of the UK.

Under a complex arrangement, DHL will be paid 255m ringgit (effectively 268m ringgit over two years) for its 51 per cent stake in DMI. This places a value of 500m ringgit (U.S. \$210m) on DMI, or 5 ringgit per share.

Pegi is yet another example of how Malaysian business groups, with strong political connections, have in recent years, taken over shell companies and transformed them into conglomerates.

But Pegi's success in acquiring control of DMI is not without controversy. Just as Pegi was criticised for its involvement in the purchase in 1981 by Multi-Purpose Holdings, the investment arm of the Malaysian Chinese political party, of a 51 per cent stake in Dunlop Malaysian Estates from DHL.

To raise the cash required for the latest deal Pegi will undertake an effective three-for-one rights issue to shareholders. It is to issue 147.5m new shares of one ringgit par value, priced at 1.75 ringgit each. This would bring Pegi's paid-up capital to 195.5m shares.

Apart from tyres, DMI produces a wide range of rubber and sports goods, and has a 34 per cent share in H and R Johnson (Malaysia), a tile manufacturer.

Its turnover last year was 268m ringgit (US\$ 114m), up 13 per cent, and net profit was 33.8m ringgit, representing a 14 per cent decline from a year earlier.

Most analysts here are of the opinion that DHL had done well to get 5 ringgit cash for each

of their DMI shares. DMI's net asset backing is only 1.55 ringgit per share, and trading was around 4 ringgit before the deal. The immediate prospects for DMI are not encouraging in view of the recession, and its having lost substantial Government contracts to Goodyear Malaysia.

Industrial concern and Malaysia's biggest non-oil company.

Mr Ghafar is not far behind with his privately owned Goodfield Plaza and publicly listed Pegi.

But unlike Tan Tun, who descends from a wealthy and distinguished line of Straits Chinese, Ghafar comes from a poor rural family. As a schoolboy, he worked as a caddy at the Malacca golf club. He went on to become a schoolteacher and was soon caught up with the pre-independence politics of the 1950s.

Today, after more than seven years out of the Government, the 57-year-old Ghafar still chafes on politics. As UNO vice-president, his influence and grassroots support is still considerable. Ghafar is a shrewd political operator with few enemies, and that's his biggest business asset," comments a banker.

When the purchase of Dunlop Malaysian Industries goes through, Ghafar will control the company that makes the golf balls he used to pick up as a caddy.

It had been a struggling operation, with a paid-up capital of only 7.4m ringgit.

In that year, Goodyield Plaza acquired 41 per cent of Pegi and this was increased to 51 per cent the following year. Goodyield Plaza is controlled by the prominent Malay politician and businessman, Mr Ghafar Baba, assisted by two Chinese associates.

First-half profits at AECI little changed

BY OUR JOHANNESBURG CORRESPONDENT

AECI, South Africa's largest chemical producer, in which Anglo American Industrial Corporation of South Africa and ICI of the UK together hold a 55.5 per cent stake, has reported virtually flat pre-tax profits for the six months ended June.

The profit was R122.3m (\$106m) against R122.1m a year earlier. Turnover rose by nearly 12 per cent, however, to R775.1m (\$674m) from R693.2m.

AECI's tax bill fell to R21.3m from R37.1m to leave net profits of R101m against R55m.

The company says that domestic sales volume was three per cent lower than in the first half of 1981 as a result of a lower level of economic activity, but with improved efficiencies at the

Sharp advance in sales and earnings for ITC

BY P.S. MAHANTIN, CALCUTTA

ITC, the Indian tobacco and hotel group in which BAT Industries of the UK has a 37 per cent stake, has reported a 32 per cent increase in sales for the year ended March to Rs 5.7bn (\$596m) from Rs 4.3bn a year earlier.

Pre-tax profits increased by 23 per cent to Rs 168.9m while net profits rose by 15 per cent to Rs 75.4m.

The board has declared a final dividend of 10 paise, making a total of 18 paise for the share, unchanged from a year earlier. The capital has been enlarged by two scrip issues in the past five years.

The company also announced plans to issue convertible debentures worth Rs 300m in the near future. The funds are for the company's expansion programme.

Bank of Ireland
U.S. \$75,000,000
Floating Rate Capital Notes 1992

In accordance with the provisions of the Notes notice is hereby given that for the six months interest period from 22nd July, 1982 to 24th January, 1983 the Notes will carry an Interest Rate of 14.25% per annum. The interest payable on the relevant interest payment date, 24th January, 1983 against Coupon No. 1 will be U.S. \$745.94.

By Morgan Guaranty Trust Company of New York, London Agent Bank

Forward Trust DEPOSIT RATES

Depositors are advised that with effect from July 22nd 1982 the following rates will apply to deposit accounts with Forward Trust Limited.

Notice of withdrawal:	1 month	3 months	6 months	12 months	
Deposits of:	£1-£50,000	12.00%	12.25%	12.50%	12.75%

FORWARD TRUST GROUP
A member of Midland Bank Group

For further information apply to: Forward Trust Limited, Deposit Department, 12 Colthorpe Road, Birmingham B15 1QZ. Telephone: 021-4541641.

Weekly net asset value

Tokyo Pacific Holdings (Seaboard) N.V.
on July 19th 1982, U.S. \$53.00
Listed on the Amsterdam Stock Exchange

Information: Pierson, Heiding & Pierson N.V., Herengracht 214, 1016 BS Amsterdam.

AECI LIMITED
(Incorporated in the Republic of South Africa)

INTERIM REPORT FOR THE HALF-YEAR ENDED 30 JUNE 1982

Turnover up 12% to R775 million
Net trading income up 12% to R120 million
No change in net income before taxation of R122 million

Earnings per ordinary share down 9% to 46 cents

The directors announce the trading results of the Group for the six months ended 30 June 1982 as follows:

Year	First Half	Turnover (1)	1982	First Half
	R millions			R millions
1981	1,467.0	683.2	775.1	775.1
	239.0	107.6	120.1	120.1
	24.8	19.2	11.6	11.6
	263.8	128.5	131.7	131.7
	11.1	4.7	9.4	9.4
	282.7	122.1	122.3	122.3
	77.9	37.1	21.3	21.3
	174.8	85.0	101.0	101.0
	17.0	7.5	30.2	30.2
	12.1	5.6	28.2	28.2
	4.9	1.9	2.0	2.0
	157.8	77.5	70.8	70.8
	102.2c	50.2c	45.8c	45.8c

(1) Includes exports of R88.1 million (1981—R27.8 million).
(2) Includes a dividend of R7.6 million (1981—R15.5 million) received from Triam Fertiliser (Pty) Limited in respect of that company's 1981 financial year.
(3) The 10 per cent increase in the standard rate of company tax has resulted in an additional liability for deferred tax in respect of past years of R4.5 million. This amount will be charged against retained earnings at 31 December 1981 and not against current earnings.

Dividends
Preference dividend No. 38 at the rate of 5.5 per cent per annum for the six months ended 15 June 1982 was declared and paid.
The Board has declared an interim ordinary dividend of 24 cents per share (1981—24 cents).

Comments
Domestic sales volume, 3 per cent lower than for the first six months of 1981, reflected the lower level of economic activity in the Republic. As a result of improved efficiencies notably on the ammonia plants and savings in operating costs and overheads it has however been possible to maintain the trading profit margin.
As was foreshadowed in the 1981 Chairman's Statement profits were adversely affected by higher interest charges mainly because of the further hardening in interest rates. The Group's liability for income tax for the period was R4.6 million as a result of the 10 per cent increase in company tax announced in the national budget in March.
While in the prevailing economic climate it is extremely difficult to forecast future profits, it now appears that trading profits for the year could show a modest improvement over 1981 but this will be more than offset by the higher interest and tax charges. Thus earnings per share are likely to be lower but it should be possible to maintain the final ordinary dividend at 31 cents per share.
The linear low density polyethylene plant at Sasolburg, the new carbide furnace at Bellengue, the first phase of the new explosives factory in Bophuthatswana and the new Duropenta factory at Kookepoed have all recently been commissioned.

On behalf of the Board
G. W. H. REILLY
D. N. MARVIN
Directors

Transfer Secretaries:
Consolidated Share Registrars Limited
62 Marshall Street,
Johannesburg

Registered Office:
16th Floor, Office Tower
Carlton Centre
Johannesburg

Charter Consolidated PLC
P.O. Box 102, Charter House
Park Street, Ashford, Kent
TN24 8EQ, England
21 July 1982

Setback for Jack Chia-MPH

BY OUR FINANCIAL STAFF

JACK CHIA-MPH, the Singapore based diversified trading and publishing group, was hit by higher tax charges and a loss from associated companies in the year to March and group after-tax profits fell by 52 per cent to \$4m (U.S.\$1.57m). Turnover was 5 per cent lower at \$69.4m because of the shutdown of the Group's timber division. Turnover in other divisions rose by 21 per cent.

Trading profit advanced by 17 per cent to \$8.7m, but a \$1.2m gain in 1980-81, and a loss of \$748,000 by associate companies compared with a \$81.2m profit left pre-tax profit at \$88.3m, down 23 per cent. Tax charges rose by 72 per cent to \$84.3m.

With a \$86.3m extraordinary gain stemming from the company's investment in Haw Par Brothers International partly offset by a \$82.5m loss on the closure of the timber division, attributable profits came to \$87.6m, down just 1 per cent.

The group, which also owns and operates a hotel, has recommended a dividend of 6 cents on capital increased by a one-for-four scrip issue compared with 8 cents for 1980-81.

Bank Leumi to increase capital

By Our Financial Staff

BANK LEUMI, Israel's largest commercial bank, plans to increase its authorised capital by 8 per cent to Sh 10bn (\$396m) by creating 75bn shares of Sh 0.1 each.

A special shareholders meeting to approve the increase will be called but the date and details of the share issue have yet to be announced.

The Controller of Banking recently estimated that the country's banks would have to raise a total of Sh 7bn in coming months to prevent the erosion of their capital by inflation.

New Zealand Refining to borrow \$750m more

BY OUR FINANCIAL STAFF

BANKS ARE arranging a U.S.\$750m loan for New Zealand Refining Company, which is building an oil refinery in New Zealand.

The company borrowed U.S.\$500m in 1980 to finance the construction project's initial costs. The new loan is to cover overruns, the expansion of the project and some initial costs not previously covered.

The loan is being arranged by the four banks which arranged the initial credit: Lloyds Bank International, Morgan Guaranty Trust Company of New York, Bank of New Zealand, and National Bank of New Zealand, a Lloyds subsidiary.

The loan will mature in 10 years, but maturity can be extended to 11 years if completion of the project is delayed.

Interest for the first two years will be half a percentage point above the London Interbank offered rate (Libor). For the remaining years, the margin will be 0.825 points above Libor.

New Zealand Refining's four controlling shareholders are British Petroleum, Caltex Petroleum Co. (a joint venture company of Standard Oil of California and Texaco), Mobil, and Royal Dutch/Shell.

COFIRI
Compagnia Finanziamenti e Rifornimenti S.p.A.
Share Capital L. 20,000,000,000 (IRI GROUP)

Balance Sheet as at 31 December 1981
(Amounts in lire converted into dollars at US \$ 1 - lire 1,200)

ASSETS	US \$	LIABILITIES	US \$
Cash in hand and with banks	16,439	Due to Banks:	
Loans	885,543,132	Short-term debt	351,379,398
Sundry credits	3,679,718	Medium- and long-term debt	368,958,333
Securities	745,032	Due to other creditors	152,586,291
Participations	1,906,220	Sundry items	232,886
Furniture and other office equipment	176,157	Unearned income and accrued liabilities	8,005,184
Deferred charges	110,897	Reserve for possible loan losses	6,193,940
Accrued income receivable and prepaid expenses	16,154,062	Securities and participations devaluation fund	416,667
		Tax fund	840,134
		Employment termination fund	25,115
		Depreciation fund	42,727
		TOTAL LIABILITIES	888,660,775
		CAPITAL AND RESERVES	
		Capital stock (*)	16,666,667
		Reserves and retained profits	1,004,938
		Net profit	1,981,277
		TOTAL CAPITAL AND RESERVES	19,652,882
TOTAL ASSETS	908,333,657	TOTAL LIABILITIES, CAPITAL AND RESERVES	908,333,657
CONTRA ACCOUNTS	702,515,622	CONTRA ACCOUNTS	702,515,622

The annual General Meeting, held in Rome on 30th April 1982, approved unanimously the Company's Accounts as at 31st December 1981, which show a net profit of US \$ 1.98 million after depreciations and provisions for US \$ 5.16 millions.

The General Meeting resolved upon the assignment of US \$ 100,000 to the Legal Reserve US \$ 208,333 to the Special Reserve, and the distribution of a dividend for US \$ 1.66 million (10% per share).

(*) The Extraordinary General Meeting of 22nd February 1982 has approved the increase of Capital Stock from 20 to 50 billion lire (US \$ 41.6 million).

Head Office - Via Barberis 47 - Rome
Secondary Office - Galleria De Cristoforis, 1 - Milan

This advertisement appears in compliance with the requirements of the Council of The Stock Exchange.

JEFFERSON SMURFIT GROUP LIMITED
(Registered in the Republic of Ireland No. 8610)

Placing of
10,000,000 2p Preference Currency Units at £1 each

Constituted by
10,000,000 Cumulative Redeemable Preference Shares of 1p each at a premium of 94p in Jefferson Smurfit Group Limited carrying subscription rights

and
10,000,000 Cumulative Redeemable Preference Shares of 1p each at a premium of 4p in Smurfit Securities Limited (a subsidiary of Jefferson Smurfit Group Limited)

Application has been made to the Council of The Stock Exchange for admission to listing of the above units, in Dublin and London, subject to the approval of the creator of the Units by the shareholders of Jefferson Smurfit Group Limited at an Extraordinary General Meeting to be held on 27th July 1982. In accordance with the requirements of the Council of The Stock Exchange, 1,000,000 Units are available for application in the Market on the date of publication of this Advertisement. Particulars of the Units which were notified to shareholders in the circular letter from Jefferson Smurfit Group Limited dated 2nd July, 1982 are also available in the Extraordinary General Meeting, and copies of such particulars may be obtained during normal business hours on working days up to 12th August 1982 at the offices of Messrs J & E Davy, Brokers to the issue, 60 Bachelors Street, Dublin 2 and at Morgan Grenfell & Co. Ltd, New Issue Department, 21 Austin Friars, London EC2.

EUROBONDS

The Association of International Bond Dealers Quotations and Yields appears monthly in the Financial Times.

It will be published on the following dates:

1982
Wednesday 19th August
Tuesday 14th September
Wednesday 12th October
Thursday 11th November
Tuesday 14th December

There is a limited amount of advertising space available each month. Your company is invited to take advantage of this offer please contact:

The Financial Advertisement Department
on 01-248 8000
Ext. 3266 or 3268

Commonwealth of Australia

Issue on a Yield Basis of

£100,000,000 Loan Stock 2010

The Issue Yield (as defined by, and calculated in accordance with the terms of the Prospectus published on 20th July, 1982) on the above Stock is 13.713 per cent.

Subject to the provisions of the above-mentioned Prospectus, the Stock will, on issue, bear interest at the rate of 13 3/4 per cent per annum, payable semi-annually, and the issue price is £98.528 per cent.

The application list will open at 10.00 a.m. today, Thursday, 22nd July, 1982 and will close later today.

S. G. Warburg & Co. Ltd.
on behalf of

Commonwealth of Australia
22nd July, 1982.

VONTOBEL EUROBOND INDICES

PRICE INDEX	20.782	13.782	AVERAGE YIELD	20.782	13.782
DM Bonds	25.28	25.33	HPL Bonds & Notes	10.276	10.312
HPL Bonds & Notes	97.73	97.57	U.S. & S.W. Bonds	14.419	14.508
U.S. & S.W. Bonds	88.41	87.58	Can. Dollar Bonds	18.082	18.017
Can. Dollar Bonds	89.12	85.43			

Companies and Markets

WORLD STOCK MARKETS

Early fresh Dow rise of 6.3

NEW YORK

Table of New York stock market activity, including columns for Stock, July 20, July 19, and July 18.

STOCK

Table of various stock prices and movements, including columns for Stock, July 20, July 19, and July 18.

STOCK

Table of various stock prices and movements, including columns for Stock, July 20, July 19, and July 18.

STOCK

Table of various stock prices and movements, including columns for Stock, July 20, July 19, and July 18.

STOCK

Table of various stock prices and movements, including columns for Stock, July 20, July 19, and July 18.

STILL BUOYED by declining interest rates and also boosted by a rise in Gross National Product in the second quarter...

After rallying 7.33 the previous day, the Dow Jones Industrial Average rose 6.28 further to 539.71 at 1 p.m.

Analysts said investors still approach the market with caution due to forecasts that the recession is not yet over.

Commerce Secretary Baldrige told a Press conference the recovery will not start until sometime during the third quarter.

Blue Chip stocks outperformed the rest of the market, indicating heavy buying by institutions.

Bank stocks benefited from declining interest rates and were both active and higher.

The Nikkei Dow Jones Average was a slight 1.94 off on balance at 7,215.52 and the Tokyo SEI index lost 1.07 at 333.58.

Market sentiment was subdued by a lack of measures to boost the economy at a time when exports are dwindling.

Responding to the falls in key U.S. interest rates, higher Gold Bullion and other metal prices and stronger Wall Street and closing prices for North America were not available for this edition.

London markets overnight, Australia's markets picked up sharply, yesterday across a broad front.

The Oil Ordinaris index advanced 10.7 to 473.3, the Oil and Gas Index 21.3 to 430.4.

Overall market leader BHP climbed 22 cents to A\$17.22 ahead of tomorrow's expected annual results.

Gold shares closed sharply higher, boosted by the strong advance in the bullion price.

However, some counters eased from the day's highs on profit-taking in heavy overseas and local two-way trading.

Gold shares closed sharply higher, boosted by the strong advance in the bullion price.

Public Authority Bonds advanced a fresh registering rise extending to 75 pence.

Lower U.S. interest rates and Wall Street's rise overnight caused French shares to mainly gain ground in active trading.

Public Authority Bonds advanced a fresh registering rise extending to 75 pence.

Lower U.S. interest rates and Wall Street's rise overnight caused French shares to mainly gain ground in active trading.

Public Authority Bonds advanced a fresh registering rise extending to 75 pence.

Lower U.S. interest rates and Wall Street's rise overnight caused French shares to mainly gain ground in active trading.

Public Authority Bonds advanced a fresh registering rise extending to 75 pence.

Lower U.S. interest rates and Wall Street's rise overnight caused French shares to mainly gain ground in active trading.

INDICES

Table of various stock indices including Dow Jones, Standard and Poors, and NYSE Active Stocks.

INDICES

Table of various stock indices including Dow Jones, Standard and Poors, and NYSE Active Stocks.

INDICES

Table of various stock indices including Dow Jones, Standard and Poors, and NYSE Active Stocks.

INDICES

Table of various stock indices including Dow Jones, Standard and Poors, and NYSE Active Stocks.

INDICES

Table of various stock indices including Dow Jones, Standard and Poors, and NYSE Active Stocks.

Financial Times Thursday July 22 1982. Includes various market data and news snippets.

International Appointments

COMPANY FOR HOUSING AND HABITAT IN AFRICA (SHELTER-AFRIQUE):

Post of **MANAGING DIRECTOR**
Post of **SECRETARY GENERAL**
Position of **EXTERNAL AUDITING FIRM**

SHELTER-AFRIQUE is a newly established Housing Finance Institution with Headquarters in Nairobi (Kenya). Its membership comprises African Governments as well as regional, sub-regional and non-African institutions. The Company's primary objective is to assist the African Member Governments in the formulation of coherent and effective housing policies, and in the implementation of approved national housing projects through the mobilization of capital from which loan and equity resources can be made available to national housing development institutions for approved schemes in the Member Countries; and providing technical assistance to Member Governments in the sphere of housing.

I. MANAGING DIRECTOR

- (a) **Duties**
The Managing Director shall be the Chief Executive of the Company. These duties shall involve:
— conducting, under the general directives of the Board of Directors, the day-to-day business of SHELTER-AFRIQUE;
— serving as the Chief of the Staff of the Company;
— serving as the legal representative of the Institution.
- (b) **Qualifications**
1. Candidates should be nationals of an African Member Country.
2. Candidates must have a degree, preferably at post-graduate level in Housing Finance and Development or a closely-related discipline.
3. Candidates must have at least 10 years' working experience, preferably in the African region.
4. Candidates must have excellent knowledge of either English or French; working knowledge of the second language will be an added asset.
5. Candidates must be able to work in close collaboration with people of various nationalities.
- (c) The appointment shall be for a term of 5 years and may be renewed.
(d) The remuneration package is tax-free and includes free housing, Company car and other allowances.

II. SECRETARY GENERAL

- (a) **Duties**
— to provide secretariat services for the decision-making bodies;
— to ensure general co-ordination of documentation, harmonization of communication channels;
— to organize and supervise the custody and the use of seals and certify signatures and documents.
- (b) **Qualifications**
1. Candidates should be nationals of an African Member Country.
2. Candidates must have a degree, preferably at post-graduate level in Business Administration, Management or a closely-related discipline.
3. Candidates should have at least 8 years' experience, preferably in the African region.
4. Candidates must have excellent knowledge of either English or French; working knowledge of the second language will be an added asset.
5. Candidates must be able to work in close collaboration with people of various nationalities.
- (c) The appointment, which shall be for a fixed term, may be renewed.
(d) The remuneration package is tax-free and includes various allowances.

III. EXTERNAL AUDITING FIRM

- (a) **Duties**
The External Auditing Firm shall perform an audit of the accounts of the company as stipulated in the company Statutes in order to certify that the Annual Statement of Accounts, including the General Balance Sheet and the Statement of Profit and Loss of the Company is in accordance with its books and records;
that the financial transactions reflected in these annual financial statements have been in accordance with the rules and regulations, the budgetary provisions, and other applicable financial decisions;
that the financial statements are in conformity with internationally accepted accounting principles;
that the securities and moneys on deposit and in hand have been verified by certificates received direct from the company's depositaries or by actual count.
- (b) **Qualifications**
The Auditing Firm should:
(i) be internationally reputable;
(ii) be headquartered in Africa or have close relations with African countries;
(iii) have proven audit experience in housing finance operations, particularly in Africa;
(iv) have practical experience in the auditing of companies with multi-currency operations;
- (c) **Remuneration:** Negotiable

IV. Applications, giving an up-dated curriculum vitae, addresses of three references should be sent to:

SHELTER-AFRIQUE
c/o AFRICAN DEVELOPMENT BANK
01-B.P. 1387
ABIDJAN-01
(Ivory Coast)

To reach the Bank not later than 15 September, 1982.

DO YOU UNDERSTAND MONEY?

HAMMO LIFE ASSURANCE ARE LOOKING FOR SALES PEOPLE THAT DO OUR SPECIALISED AND CONTINUOUS TRAINING, COUPLED WITH HARD WORK, ENERGY AND DETERMINATION WILL DO THE REST.
In 1981, more than 300 of our Sales Associates earned in excess of £15,000. Many had no previous experience.
Successful applicants are likely to be between 25-35, live within 40 miles of London and highly independent by nature.
PLEASE TELEPHONE MAX HELLICAR ON 01-405 9361

EMPLOYMENT CONDITIONS ABROAD LIMITED

An International Association of Employers providing confidential information to its member organisations, not individuals, relating to employment of expatriates and nationals worldwide
01-637 7604

NIGERIA

We are looking for a Managing Director for our office in Lagos. Applicants should be single, aged 30-40 and should possess a high degree of self-motivation as well as having general trading experience, preferably with Nigeria.
Salary negotiable
Full cv to:
Box A7904, Financial Times
10 Cannon Street, EC4P 4BT

CUT THIS OUT

You will need it the day your job is filled. We are the firm that provides the most experienced nationwide executive job search, career counselling and video coaching services. (75% of our clients take up higher salaried jobs.) We also have the best access to the unpublished market (over 50% go to unadvertised positions).
PHONE NOW
London 01-6822271
Birmingham 021-6325449
Bath 0225-333941
Manchester 061-6351450

Ferry COUTTS & CO. LTD

25 Whitehall, London SW1A 2BT.
Enquire also how these recruitment services can be included in your severance terms.

GIO AUSTRALIA offers an exciting future for Investment Managers and Analysts in Sydney, NSW.

Perhaps you've already considered making a future in Australia and the benefits it offers—an informal, attractive lifestyle, an economic future of unlimited potential and an environment where with imagination and hard work you and your children can achieve almost anything—and of course, let's not forget the climate and the world's best beaches.
The Government Insurance Office of NSW, the leading general insurer in the State invites specialist investment professionals to grasp this opportunity of making a career in Australia. The G.I.O. has a premium income of £300 (\$4500) million p.a. and assets exceeding £1,200 (\$2,000) million, and in addition to general insurance offers a full range of life assurance services. They seek suitably qualified and experienced staff to join their investment team.

Investment Administration Manager

Position No. 9817
Salary around £18,500 p.a. (\$A31,500 p.a.)
Effective control and administration of the total asset portfolio are key functions. Other duties include supervision of a computer based accounting system, transaction documentation, investment budgeting and performance measurement.
Applicants should have a degree in Commerce, Accountancy or related disciplines, an investment background and experience preferably gained in the insurance and finance industries.

Fixed Interest Manager

Position No. 9827
Salary around £18,500 p.a. (\$A31,500 p.a.)
The appointee will control the company fixed interest activity and be responsible for effective management of several major portfolios. Applicants will have appropriate tertiary qualifications and extensive fixed interest experience. Those with wider equity and property market experience will enhance their prospects of attaining more senior investment management positions.

Senior Analyst, Fixed Interest

Position No. 9837
Salary around £16,000 p.a. (\$A27,500 p.a.)
The Senior Analyst will be responsible for analyses of specific sectors of the fixed interest market, assisting in formulating strategy and for the training of analysts. Appropriate tertiary qualifications and investment experience with an emphasis on fixed interest markets are essential.
In addition to competitive salaries, attractive conditions and benefits, which will be discussed further at interview, are available. Air fares and relocation expenses will be paid and initial rental subsidy is available.
Interesting isn't it? Think it over—there's no better way of getting started in a new country than with a secure position offering potential for self development and achievement, and our help in making the move hassle-free.
Interviews will be held in the United Kingdom during September 1982. Complete confidentiality is assured. Written applications including details of experience, qualifications, a contact telephone number and quoting the appropriate position number should be sent to Mr I Nicholson at our Sydney address by priority airmail.

Pricewaterhouse Associates Pty.
MANAGEMENT CONSULTANTS

Box 191 Royal Exchange Sydney NSW 2000 Australia

Financial Controller BASED JAKARTA

Indonesian oilfield operations

Dowell Schlumberger is a rapidly growing leader in the oilfield service industry operating around the world in 55 countries and with a multi-million dollar turnover.
Each of our trading areas is run by an autonomous Regional Management Team. Now, within the Far-East region we seek a high calibre Financial Controller who MUST be an Indonesian national, and will be based at our operations centre in Jakarta.
Reporting directly to the Indonesian Divisional Manager and functionally to the Regional Controller in Singapore, you will have complete fiscal control of Indonesian operations, including tax management, treasury and data processing for a division employing 500 staff and with a turnover better than \$8 million per month.
You must have an ACCA/ACMA or equivalent plus at least 3 years' post qualification experience in a computerised accounting environment, ideally related to the oil business.
Salary will be highly attractive and supported by comprehensive benefits including full relocation assistance on successful completion of a 9-12 month company familiarisation programme at one of our locations. Career prospects throughout our internationally successful group are excellent.
Please write with full career details to: The Personnel Manager, Dowell Schlumberger, Drury House, Russell Street, London WC2B 5HA.

DOWELL Schlumberger

Development Banking Lending Officers

Saudi Arabia

A Saudi Arabian Government Agency involved in the financing and development of new and expanding industrial projects requires project lending officers. Responsibilities include evaluation of loan applications, recommending financing action to a credit committee and overall management of a loan portfolio.
Candidates must be graduates or have professional qualifications and have at least 3 to 5 years' experience in project finance, corporate or merchant banking, or a related financial background, ideally with a development agency or a merchant bank.
In addition to an attractive salary paid free of tax in Saudi Arabia, a comprehensive benefits package is offered including: free furnished housing and medical facilities; leased car; generous leave provisions and allowances; end-of-contract and performance bonuses; and first class recreational facilities. Initial contracts are for two years.
Please telephone (01-629 1844 at any time) or write—in confidence—for a personal history form. B. G. Woodrow ref. B.1150.

MSL middle east
مختصون باستشارات العرب

Management Selection Limited
International Management Consultants
17 Stratton Street London W1X 6DB

A MAJOR INVESTMENT INSTITUTION—THE GULF

A major investment institution requires a professional Investment Manager with experience in the major investment areas of the world.

Candidates for the Investment Manager post should have obtained a professional qualification and should have five years' experience of managing a discretionary portfolio of fixed interest investments internationally. Candidates must be prepared to live in the Gulf. The contract will be for a minimum of three years renewable thereafter. Salary will be free of tax in the Gulf. Free accommodation, transport and medical facilities will be provided.

Please write or telephone for an application form, quoting reference 2064/FT, to W. L. Tait.

Touche Ross & Co, Management Consultants

Hill House, 1 Little New Street, London EC4A 3TR.
Tel: 01-353 8011

A member of the Management Consultants Association.

INTERNATIONAL TAX EXECUTIVE

U.S.-based multinational firm seek a tax executive experienced in international matters with heavy emphasis on European accounting, chartered accountancy or equivalent experience with multinational firm is essential. N.Y.-based position with extensive travel worldwide. Reports directly to Vice-President of U.S. Language ability an asset.

Write Box A.7914, Financial Times
10 Cannon Street, EC4P 4BY

INTERNATIONAL APPOINTMENTS

APPEAR EVERY THURSDAY
RATE £29.00
Per Single Column Centimetre

Scotiabank VACANCIES FOR EXPERIENCED ADMINISTRATORS

We invite applications from experienced Bank Officers with a minimum of ten years' Trustee Banking experience who hold the Institute of Bankers Trustee or Banking Diploma, ACIS, or similar qualifications and preferably some offshore international financial experience. Successful candidates will assume management positions with responsibility for a wide range of trust and corporate duties.

We offer competitive salaries in excess of the equivalent of £18,000 p.a., tax free, together with other fringe benefits, including pension fund, group life insurance and medical plans and four weeks' annual leave together with air fares paid to the U.K.

Interviews will be arranged in London or other cities if necessary but in the first instance applications to include full details of qualifications and previous experience should be addressed by air mail to The Chief Accountant, P.O. Box N 3016, Nassau, Bahamas.

CHIEF OPERATING OFFICER

FOR BANK LIKE FINANCE COMPANY IN SWITZERLAND
Newly established bank-like finance company incorporated in Switzerland with equity capital in SFR nine figures seeks Swiss national to assume responsibility of Chief Operating Officer. Position requires an individual capable of developing and implementing a strategic plan as well as administering day-to-day activities.
Given the international focus of the company, preferred candidate will have an MBA or equivalent, ten years plus banking experience including a background in Euro-connections and Euro-money markets. Proficiency in English required. Proficiency in German and/or French preferable. Send resume including education and professional background as well as salary history in complete confidence to:
GREAT PACIFIC FINANCE AG
73 BAAKERSTRASSE 6800 ZUG, SWITZERLAND

CRUISE LINE

SHIPBOARD HOTEL MANAGERS
Prestigious Miami-based cruise line operating passenger vessels in the Caribbean has opening for shipboard hotel managers.
The qualified applicant will have extensive hotel management experience with thorough knowledge of food and beverage. Previous shipboard experience a must. Excellent starting salary and fringe benefits.
Send detailed resume with references to:
SHIPBOARD HOTEL MGRS
P.O. Box 010042, Miami, FL 33101

Accountancy Appointments

Accounting for Management to £16,000 + Car

Our client is a very large consumer product group with a successful portfolio of branded products and a top management that has established a competitive edge which it intends to maintain and exploit.

The Group wishes to take advantage of the latest technology to provide flexible management information of the decision making point and requires a graduate accountant to take the lead in a major review of accounting systems. There will be extensive exposure across the organisation to senior management and technical specialists.

Applicants should have a minimum of 5 years' industrial or commercial experience in a substantial organisation including successful implementation of modern computer accounting systems. Preferred age is 28-35. Success will lead to a wide range of promotional opportunities and the prospect of career progression to much higher levels. Location Central London.

Please apply in confidence, quoting reference 6095, to

Brian Mason
Mason & Nurse Associates
1 Lancaster Place
Strand
London WC2E 7EB
Offices in London & Birmingham

Mason & Nurse
Selection & Search

Head of Finance and Accounts Group

We have a vacancy for a suitably qualified Accountant to head the Finance and Accounts Group. The Laboratory has an annual budget of approximately £50M and a staff of 1,600.

Applicants should have had a minimum of 10 years' relevant experience which should include estimating and controlling expenditure and also the use of computers and Management Information Systems in the field of finance and accounts. Knowledge of Government financial and accounting procedures would be an advantage.

- The main responsibilities can be described as follows:-
1. Providing information for and participating in resource planning including the preparation of annual Estimates and forward financial plans.
 2. The preparation of financial forecasts and of financial and management accounts.
 3. The payment of salaries and wages and of all external bills.
 4. Programming and data processing as applied to Finance and Accounts and the development of existing computerised systems towards interactive operations.
 5. Stores organisation including order levels, stock control, care and custody stores and catalogues.
 6. The preparation, maintenance and review of inventories of capital assets.
 7. Management of the group staff, approximately 80 in number.

The successful applicant will be appointed to the Senior Principal scale of £15,723 to £19,927.

For an application form please write to or telephone: Recruitment Office, Personnel Group, Science and Engineering Research Council, Rutherford Appleton Laboratory, Chilton, Didcot, Oxon OX11 0QX. Telephone: Abingdon (0235) 21900 Ext. 510, quoting Ref. VN032.

Closing Date for Applications: 9th August 1982

serc  Rutherford Appleton Laboratory

Chief Accountant London W1 c.£15,000 + car

A profitable specialist publishing company with a £7m turnover seeks a qualified accountant, aged 30-50, to control all accounting and financial reporting operations with computer support. There will also be involvement in new projects and in developing new reward systems for sales staffs.

Candidates must have a thorough grounding in financial and management accounting in a demanding commercial or industrial environment. They must already live within commuting distance of Central London. Supervisory experience and EDP user knowledge are vital.

For full job description write in confidence to John Courtis at 78 Wigmore Street, London W1H 9DQ, showing clearly how you meet our client's requirements, quoting reference FT 7107 on letter and envelope.

Both men and women may apply.

John Courtis and Partners

GROUP CHIEF ACCOUNTANT

c £12,000 + car allowance West End

This interesting and rewarding appointment arises in a group of companies involved in Publishing, Theatre and Public Relations. A commercially orientated, qualified Accountant is required to take charge of the complete accounting function, reporting direct to an entrepreneurial MD and controlling a small staff. Candidates aged 26-32 must be able to show initiative and have an easy going personality.

Interested candidates should apply in confidence to:

M. Marcel, 18b Wellington Court, London, SW1 0L 581 2171

Deputy Chief Internal Auditor

c.£20,500 London

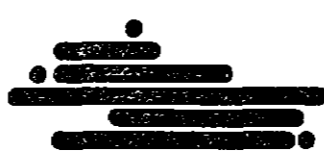
An experienced Accountant is required to help British Telecom manage its Internal Audit, where re-organisation is taking place to meet the future needs of the business, and which will now provide a centralised corporate audit function.

The successful applicant can expect to help the Chief Internal Auditor formulate the policy and planning for the Audit Division. He or she will monitor the achievement of the overall audit plan, maintain a quality assurance programme to evaluate the Division's operations and ensure that its work meets the best professional standards. The job will involve considerable travel throughout the UK since the Audit Division consists of provincial offices in major cities together with specialised HQ, computer audit and training units based in London.

Candidates for this post must be qualified Accountants with substantial experience at a senior level in internal audit. Experience of external audit with a professional firm or equivalent is highly desirable.

Starting salary will be negotiable around £20,500 (including Inner London Weighing).

To apply, please send a brief CV, quoting ref. PS.2.3.1, to Miss J. M. Currie, Senior Staff Appointments, British Telecom, 2-12 Gresham Street, LONDON EC2V 7AG.



British
TELECOM

Financial Managers

c. £14,000 plus car City

Two Financial Managers are required to strengthen the dynamic management team of a new division of a major multi-national financial group.

Candidates, (male or female), must be qualified accountants, preferably with a university degree and aged about 27. Experience gained in a major multi-national group is essential.

One Manager will be responsible for analysis and reporting from an international trading standpoint, and the presentation and interpretation of financial data to the Board (Ref: 6603).

The other Manager will monitor accounting policies and systems throughout the group, devise and implement new systems as necessary and liaise with senior executives in the UK and overseas (Ref: 6604).

These exacting positions demand above-average ability and the acumen to identify and capitalise on situations in an international business environment. Career prospects within the group are commensurate with this requirement. The total remuneration package will be in accordance with best international practice.

Applications in confidence to Brian Luxton



Mervyn Hughes Group

Garfield House, 36-38 Edgware Road, London W2 2EA

Management Recruitment Consultants



01-258 3725

Hoggett Bowers Executive Selection Consultants

BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE and SHEFFIELD

UK Chief Accountant

Basingstoke, to £15,000 + car

The company is a subsidiary of an American multi-national with broad interests in the manufacture and distribution of toiletry and domestic products, including an extensive range of hair care preparations. The management team is young and progressive. The person appointed will report to the Financial Director and will be responsible for all aspects of the accounting function. Particular emphasis initially will be on the streamlining of computerised systems and manual procedures to meet tight deadlines. Applicants must be qualified either ACA or ACCA and live within commuting distance of Basingstoke. They should have at least 5 years' post-qualification experience ideally within an fmcg environment and have held a management post. They must also be familiar with sophisticated computerised systems and with US accounting procedures.

E. Sutton. Ref: 17211/FT. Male or female candidates should telephone in confidence for a Personal History Form 01-734 6852. Sutherland House, 5/6 Argyle Street, LONDON, W1B 6EZ.

HIGSON PING

FINANCIAL CONTROLLER

£19,000 + car, etc. N. Home Counties

Our client is a major well-known UK Company with a number of large manufacturing sites in this country.

An ambitious and successful qualified accountant, male or female, is sought at Group HQ to control and co-ordinate its financial activities.

Aged under 40, candidates will have experience of working for a large manufacturing company and have knowledge of Government Accounting procedures.

Conditions and prospects are excellent.

Those meeting these specific requirements only should write to M. J. B. Ping as soon as possible, quoting reference P7007, or ring Higson Ping Limited and ask for a personal history form.

Higson Ping Ltd./Executive Recruitment Consultants

110 Jernyn Street, London SW1Y 6HB.

Telephone: 01-930 4196 (24 hour answering service).

SCOPE
EXECUTIVE

SENIOR FINANCE MANAGER

HANTS

to £14,000

Our client is the UK headquarters of a multi-billion dollar turnover American manufacturer of high technology equipment. As a result of recent reorganisation, the UK operation is now responsible for a number of European marketing subsidiaries. The combined sales of these subsidiaries is currently £25 million; although it is envisaged that a significant increase will occur during 1983. The company wishes to recruit a senior financial manager to take overall financial responsibility for these operations. The objectives will be to provide a level of professional support and systems development expertise to enable the subsidiaries to cope with rapid business expansion. This will certainly involve some European travel, particularly in the early stages and a prior knowledge of dealing in multi-currency situations will be essential. Ideal candidates will be professionally qualified accountants, aged 27-40, with at least five years' post-qualification experience in a multi-national industrial or commercial environment. They will be able to demonstrate a good track record in both liaison with senior management and the operation of computerised information systems. Opportunities for career progression throughout this group are excellent and the company will offer a relocation package where necessary.

For further details please write to or preferably telephone:

PAUL MOONEY

01-402 7162

10a London Mews, London Street, London W2. 01-402 7162

SCOPE
EXECUTIVE

Recruitment & Consultancy

Finance Director

Around £23,000 plus bonuses

The company makes and sells business equipment and systems. With sales of £35m. and employing 1,700 people it is the UK and Eire subsidiary of a \$1,400m. turnover US corporation which operates worldwide.

The Finance Director will play a key role in the continued profitable growth of the company, leading a strong team of managers and some 130 staff.

Candidates must be qualified accountants who have held key financial management positions in marketing oriented manufacturing companies.

Salary negotiable as indicated plus significant bonuses and car. Location North East of London.

Please send brief details—in confidence—to David Berrill ref. B.43689.

This appointment is open to men and women.

MSL
United Kingdom Australia Benelux
Canada France Germany Ireland
Italy Scandinavia South Africa
Switzerland U.S.A.

Management Selection Limited

International Management Consultants

52 Grosvenor Gardens London SW1W 0AW

Corporate Finance

Central London

to £15,000

A small progressive firm of corporate and financial advisers, who are members of NASDIM, seek an ambitious young self motivated qualified accountant or business graduate with sound practical corporate finance experience, a strong personality and creative commercial awareness.

You will work closely with the directors providing advice to a variety of smaller businesses. The challenging tasks will cover the full spectrum of financing from assessing and investigating clients' requirements through to preparing documentation as appropriate and finalising the equity and debt structure. In some cases you may be expected to participate in financial management support for these clients.

Longer term prospects could include a board appointment and equity participation.

Please write in confidence with full career details and daytime telephone number to David Tod BSc. FCA quoting reference DT551/CCF.

Lloyd Management

Recruitment Consultants

125 High Holborn London WC1V 6QA

01-405 3499

COMPANY SECRETARY

N. W. MIDDLESEX

£17,000 + CAR

Our client is a publicly quoted specialist multiple retailing group (T/O c. £250M) operating on a national basis with an excellent growth record achieved under innovative management.

A suitably professionally qualified person, ideally aged 35-40, is required to be responsible to the Group Financial Director for the Secretarial duties relating to the group's operations. Assigned by two qualified staff, he/she will additionally supervise the administration of the group's pension fund, insurance and employee share schemes and ensure that the group's business is conducted in compliance with legal requirements.

Candidates must demonstrate proven relevant commercial experience, together with the personal qualities and potential to assume additional responsibilities, in order to make a positive contribution to the increased efficiency and profitability of this successful group.

Applications under Ref. No. RC 191 to: Miss Marion Williams, Extel Recruitment, 4 Bouverie Street, London EC4Y 3AB. Tel: 01-353 5272.

Extel Recruitment Executive Selection Consultants

Accountancy Appointments

ACCOUNTANT

ACA in '30s' with business experience, required for HQ team of small expanding private property group in South Bucks. To do financial/management accounting, cash flows, securities work, reporting to MD. Directorship prospects. Remuneration negotiable.
Applications with full cv, in confidence, to:
Box A7925, Financial Times
10 Cannon Street, EC4P 4BY.

FINANCE DIRECTOR

(Designate) c. £13,000
A City based small group of companies in the reproduction and printing industry, require an energetic young chartered accountant with computer expertise to take charge of all accounting functions. The successful candidate will be expected to develop a computerised system if required and provide financial advice to the executive team.
Phone: 01-251 6405 for appointments.
No Agencies

PROFESSIONALS IN BUSINESS

SYSTEMS ORIENTED to £14K

Assistant of services company seeks an Accounting Systems Manager for its UK Head Office. Dealing with the European marketing division, it is an ideal opportunity for a qualified accountant, 28-35, with commercial and sound systems knowledge, gained in an industrial environment. Prospects will be out of the accounts function into line management.
CITY SC/2314A.

OL OPPORTUNITY c.£12,000

A U.S. multinational oil company offers both overseas travel and career advancement to a young, graduate Chartered Accountant. As a member of the international audit team, you will be responsible for evaluating financial systems in 22 countries worldwide. Experience of oil exploration/production would be an advantage.
C. LONDON, JG/2222A.

RESEARCH ACCOUNTANT to £12,500

Unusual opening for a young ACA with two years post-qualification experience. Defining and reviewing group policies and accounting standards, you will be dealing with both Head Office and divisions, plus maintaining broad links with outside bodies and other multinationals. Thorough technical skills, plus U.S. accounting experience are prerequisites.
W. LONDON, SC/1020C.

ELECTRIFYING! c.£12,000

A major U.S. multinational with diverse interests in the electronics industry is offering excellent career prospects to two recently qualified ACAs. Operating as part of an extremely effective central services function, a high degree of exposure will be obtained at all levels of management.
EAST OF LONDON, RWP/1057B.

STAY BRITISH! £11,500

Are you a graduate CA looking to establish a rewarding career in an expanding environment? This blue-chip U.K. group offers the self-starter a unique development role in the field of high-technology. Initial emphasis is on broad financial accounting becoming increasingly more analytical as the individual progresses.
SURREY, VMD/1028C.

LEE HOUSE, LONDON WALL, EC2. 01-806 6771

ROBERT HALF

ACCOUNTING, FINANCIAL AND BANKING RECRUITMENT & SEARCH CONSULTANTS

Hoggett Bowers

Executive Selection Consultants

BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE and SHEFFIELD

Group Chief Accountant

Retail Group
Bedfordshire, to £16,000 + car

Our client, a subsidiary of a major British public company, is the parent of a group of retail companies with a combined turnover approaching £100 million. As a member of a small head office team and reporting to the Finance Director, the successful candidate will be fully involved in the commercial management of this group. Specific responsibilities include ensuring that subsidiaries comply with group accounting policies, controlling a small department engaged in monthly consolidations and the interpretation of these for senior management. Candidates, early/mid 30's, must be qualified accountants with experience in group and line management roles and knowledge of the retail industry. A strong personality and ability to communicate are vital in order to relate to senior head office and subsidiary company management. Prospects are excellent.

Please send full career details to date, to: H.W. FitzHugh,
10 Hanover Street, LONDON, W1R 9HF, quoting Ref: 20170/FT.

MANAGEMENT ACCOUNTANT

to £12,000+car

Debenhams, one of the most progressive and fast growing retail groups in the UK, is looking for an ACA, ACCA or AICA qualified accountant to be one of a small creative team, reporting to the Group Financial Controller. The post carries particular responsibilities for the co-ordination of budgets and financial forecasts within the department stores division. Considerable use is made of the development and use of computer models and expertise and personal attitude in this area would be an advantage. Effective communications and a methodical and imaginative approach are essential.

The Company offers a very competitive benefit package, including staff discount and profit sharing schemes.
Please write or telephone for a job description and application form to:
Mrs A. Castle
Personnel Manager, Corporate
DEBENHAMS PLC
1 Welbeck Street, London W1A 1DF
Tel: 01-406 4444 Ext. 768/761

Debenhams

FINANCIAL CONTROLLER

(Major Programs) Salary Negotiable

Alvis Limited, the largest company in the fast growing United Scientific Group, is a world leader in the design and manufacture of light armoured vehicles. The company operates on two sites in Coventry.

Reporting directly to the Financial Director, the successful candidate for this new position will be responsible for managing all aspects of cost in relation to large manufacturing programs. Working closely with existing departments, the primary role will be to support the relevant Program Manager with contract-based management information and analysis.

Candidates, probably aged between 28 and 40, should be professionally qualified accountants and have proven experience of budgeting and cost control in an engineering environment. Experience in working with computer-based control systems would be a distinct advantage.

An excellent remuneration package commensurate with the responsibility will be negotiated.

Please send a comprehensive c.v. to:
Gordon Batten,
Personnel Manager,
Alvis Limited,
Holyhead Road,
Coventry CV5 8JH.
Tel: Coventry (0203) 595501.



QUALIFIED ACCOUNTANT £30,000 PLUS

A substantial and expanding Lloyd's Broking and Agency Group require a qualified accountant with good experience in the Lloyd's market to take charge of the whole accounting function of the group. The successful candidate showing initiative and ability will have the opportunity to rise to board level having had the opportunity to demonstrate his/her contribution to the group. This is a senior appointment and it is unlikely that a candidate below the age of 30 would have sufficient experience for the position.

Please write, giving details of career to date, to:
Anthony Blake
NEVILLE RUSSELL
30 Artillery Lane, London E1 7LT

PRESTIGIOUS INTERNATIONAL FIRM

Opportunities for Ambitious Young Chartered Accountants
West Yorkshire Exceptional Salaries
This major firm of international repute is probably the fastest growing practice in the UK. Internal promotions have created opportunities for exceptional young chartered accountants who meet the following criteria:
● Graduates who, having trained with a larger firm have achieved a good examination record (confident July '82 finalists considered).
● A mature outlook, strong personality, considerable drive and determination and the ability to lead audit teams on complex assignments.
Vacancies exist to lead Audit teams and especially for those seeking to specialise in TAXATION or INSOLVENCY.
Salaries offered for all positions are highly competitive. Career prospects are exceptional and working conditions unequalled.
If you would welcome the opportunity to discuss your future on an informal basis and find out more about our client, please telephone Helen B. Daniels on 0532 742616 for an early interview.
Tel: 0532 742616

Dunlop & Badenoch
"Putting people into business"
Bundale House, Bundale Centre, Otley Road, Headingley, Leeds LS6 2UT. Tel: (0532) 742616



FINANCIAL DIRECTOR to £40,000 plus car

Rapidly expanding multi-billion dollar Fortune 500 high-technology corporation with large United Kingdom operations seeks a senior financial manager for London area headquarters. The ideal candidate will be a college graduate (MBA or CPA or FCA useful) with an outstanding record of successes in a similar UK post in a large company. Compensation of the candidate should presently be at least £25,000.

Extensive and varied senior line finance management experience and the ability to provide hardheaded inspired leadership in a fast track semi-autonomous manufacturing and marketing organisation are qualities we seek.

Interviews will be conducted as soon as possible in London.
Please forward full cv including salary history to Donald Hughes, c/o L. B. Schneider Associates, Management Consultants, PO Box 5051, Sherman Oaks, California 91413, USA or phone USA (213) 990-0103 for more information.

GROUP FINANCE MANAGER

SURREY c. £13,000 + car

The company, a large national retailing organisation with an annual turnover in excess of £120m is itself a subsidiary of a large international group. As a result of reorganisation, the company is seeking to appoint a qualified Accountant to the position of Group Finance Manager, reporting to the Financial Director. He/she will be responsible for most matters relating to the Financial Management of a decentralised group and will include:-

- Preparations, consolidations and critical review of the group's monthly financial accounts.
- Preparation and reporting of all related Management information.
- Budgeting, planning and short term forecasting.

Candidates aged between 28 and 35 will have at least two years' post qualification experience in industry or commerce.

Applications together with a detailed C.V. should be made to Box A7925, Financial Times, 10 Cannon Street, London, EC4P 4BY.

Innovate and Develop Group Computer Auditor

c. £15,000 + Car

This newly created position offers you the chance to utilise your experience and skills for innovation in order to develop your career. To quote the Group Internal Auditor, it is a "pro-active and not a reactive job".

Your opportunity is to join one of Britain's largest investment service organisations based in Essex. With a cash flow of many millions of pounds per annum, the importance of internal audit can not be overstated.

The Group's systems have been increasingly computerised and plans are to continue this trend. As a result this new job, with specific responsibility for developing and implementing a computer audit policy and procedure, offers plenty of scope for innovation.

You should be aged 28 - 35, a qualified accountant, experienced in auditing computer systems covering mainframe, minis and micros, and be used to operating at senior management levels.

Benefits include a salary of c.£15,000 plus a company car, company loan schemes, BUPA, non-contributory pension scheme and free life assurance, five weeks holiday and savings plan, etc. Prospects for promotion are excellent either within the Internal Audit Department or into line management.

Please write enclosing a C.V. or telephone for an application form to: Alex Holmes, at Cripps Sears and Associates (Personnel Consultants), 88/89 High Holborn, London WC1V 6LE. Tel: 01-404 5701 (24 hours).

Cripps, Sears

ACCOUNTANCY APPOINTMENTS

APPEAR EVERY THURSDAY

RATE £29.00 PER SINGLE COLUMN CENTIMETRE

International Corporate Audit

London Based



Up to £15,000

PEPSICO are a multinational organisation with a group turnover exceeding 7 billion dollars.

Their European corporate audit team is responsible for advising on a wide range of financial and management procedures and controls. As a result of the group's policy to promote from the audit division, they now seek to appoint two qualified ACAs aged up to 27 with good public practice background or similar auditing experience.

Proficiency in a second language is required, preferably Spanish, French or German. Based in London, approximately 40% of your time will be spent visiting company locations worldwide.

An excellent salary package is offered plus genuine opportunities for promotion within 2/3 years. To apply, please write to or telephone Michael J. R. Chapman quoting ref: 6196.



Lloyd Chapman Associates

125, New Bond Street, London W1Y 0HR 01-499 7761

FINANCIAL CONTROLLER/PARTNERSHIP SECRETARY

Central London c.£18,000 + car

A major international firm of valuers, auctioneers, agents and surveyors operating in the industrial and commercial fields wishes to appoint a Financial Controller/Partnership Secretary. The business operates from a number of offices and offers a wide range of support services. The appointment is an opportunity for involvement at senior level in a respected and expanding firm.

Reporting to the chairman of the finance committee, the financial controller/secretary will be responsible for all aspects of financial and management accounting besides acting as partnership secretary. Initial tasks will include a review of present financial and control systems leading to proposals for further development including an in-house computer. The controller/secretary will also give continuous overall financial advice to the partnership.

Candidates must be qualified accountants preferably in the age range 35-48 with relevant experience. A strong but tactful personality will be sought. Applicants should send a career history and brief personal details quoting ref: FT/272/A to DWE Apps:



Ernst & Whinney Management Consultants
57 Chiswell Street London EC1Y 4SY

FINANCE DIRECTOR

MIDLANDS FROM £15,000 PER ANNUM + CAR

The Company is an autonomous part of a major international engineering group producing capital goods for home and overseas markets and employing over 1000 people.

Reporting to the Managing Director, the Finance Director will be required to make a significant contribution to all aspects of the business as well as leading an established finance organisation.

Ideally applicants should be Chartered Accountants, 30-35 years of age with current experience in an engineering company. Also they should be well versed in shop-floor controls, sound commercial practices and be able to make a contribution to systems development.

Located in an attractive part of Staffordshire, the remuneration is negotiable and there will be assistance with relocation expenses where necessary.

Please send full career and salary details to Mrs D E Gibson, Director, at the address below:-

Wells, O'Brien Recruitment

25 Dover Street, London W1X 3PA. Tel: 01-491 7621

JOBS COLUMN

Further rise in escapes from unemployment

BY MICHAEL DIXON

WHILE unemployment among managers and specialists in Britain is still affected by cross currents there are signs for the second month in succession that the tide has begun to ebb.

The accompanying table is calculated from the latest count by the Government-sponsored Professional and Executive Recruitment Agency, which was made on July 2. My figures refer to registered unemployment among higher-grade staff with previous experience in the work concerned, both in total and in the 23 categories of job worst affected by unemployment. (Since I have excluded five minor job categories, the numbers for the 23 which do appear don't add up to the totals given in the top row of figures in the table.)

The first vertical column of figures relates to experienced staff who newly registered as jobless between July 2 and the previous count made on June 2. The next column in brackets shows the number of new registrations between June 2 and the earlier count on May 4. The next pair of columns refer in the same way to the numbers who left the register respectively in June-July and in May-June. Then come the totals who remained registered unemployed on July 2. The right-hand column gives the percentages by which the totals had changed since June 2.

As the figures in the top line show, new registrations in June-

Job category	Joined register		Left register		Total on register July 2	% change since June 2
	June-July	(May-June)	June-July	(May-June)		
All higher-grade unemployed	13,572	(12,564)	18,477	(13,014)	137,720	-1.4
Electronic and electrical engineers	325	(308)	255	(252)	2,480	+2.7
Other engineers and technologists	797	(703)	807	(547)	7,348	-0.1
Teachers	2,121	(1,686)	2,196	(2,094)	21,254	-0.4
Departmental managers other than production	2,812	(2,442)	2,981	(2,588)	27,254	-0.6
Chemists and physicists	175	(192)	191	(167)	2,217	-0.7
Production managers	618	(552)	672	(431)	6,518	-0.3
Accounting staff	579	(502)	623	(406)	4,712	-0.9
Draughtspeople	459	(393)	496	(403)	3,773	-1.0
Data-processing staff	404	(393)	445	(397)	3,644	-1.1
Town planners and architects	95	(96)	107	(33)	1,043	-1.1
Personnel staff	197	(240)	239	(180)	2,530	-1.4
Library, art-gallery staff, etc.	685	(652)	791	(534)	6,668	-1.6
O&M staff, statisticians	141	(123)	171	(162)	1,866	-1.6
Estimators, etc.	152	(152)	183	(148)	1,786	-1.7
Social and health staff	599	(544)	719	(592)	5,821	-2.0
Aircraft and ships' officers	140	(106)	171	(139)	1,412	-2.1
Estate agents, etc.	222	(229)	288	(228)	2,538	-2.5
Legal services staff	89	(112)	122	(98)	997	-2.7
Purchasing staff	210	(200)	282	(223)	2,541	-2.8
Scientific and technical support staff	682	(684)	943	(814)	8,280	-3.1
Sales and marketing staff	1,615	(1,723)	2,167	(1,850)	17,133	-3.1
General managers	172	(244)	266	(288)	2,777	-3.3
Biologists	97	(86)	147	(105)	937	-5.1

July were up by 8 per cent in overall terms on the corresponding inflow during May-June.

But there is better news in the next pair of columns. For the numbers leaving the register were up almost 19 per cent on May-June as a whole, and also higher in all but one of the detailed categories.

We cannot know what work those leaving have obtained, of course. Some may be, for instance, married women who have given up seeking jobs.

Even so, the overall number of experienced staff on the register dropped 1.4 per cent between the last two counts, having declined by 0.3 per cent during May-June.

Manchester

A YOUNG French research student who lately visited the Jobs Column while touring Britain in search of rational recruiting practices, reported that some employer had confessed an impatience with job-

candidates who have Lancashire and Yorkshire accents, on the grounds that they are "slow." The Frenchman would not name the employer in question, which is a pity. I'm itching to ring him up to demonstrate that our slowness only strengthens our ability to be offensive.

The frustration of that wish may explain another raising of the hackles at the arrival of a job-offer which pointedly emphasises that Manchester is the base of a 100-year-old family company whose "production

techniques are old-fashioned, sales and marketing skills have been extremely limited, and accounting systems are almost quill pen."

But on grabbing for the telephone to talk to the recruiter responsible for the offer, I realised that he works from Manchester. And if he can say such things while needing to live there, I guess that they must be true. He is Stephen Blaney of Coopers and Lybrand Associates. He may not name the employer and so, like the other headhunter to be mentioned later, promises to abide by any applicant's wish not to be identified to the company without specific permission.

What Mr Blaney may say is that the company manufactures machinery, and that the quality and strength of its range of products recently persuaded an international group to buy the business.

A specialist in company "turn-
rounds" has been brought in as managing director, and he has imported thoroughly modern managers as directors of sales and production. They plan to treble the present £1.5m turnover within two years, to which end they have asked Stephen Blaney to find a financial director.

"The job is essentially to transform the old-fashioned and entirely financial accounting records and procedures into effective management information systems," he says.

"This will involve the introduction of standard costing, the development of efficient budgetary control and the acquisition of a computer. A solid input to commercial decisions and the provision of financial advice to the managing director are vital."

Besides being qualified accountants, candidates must be demonstrably successful financial managers in business with particular strength in management accounting.

Salary up to £22,000, with car among other benefits.

Inquiries to Mr Blaney at St James's House, Charlotte Street, Manchester, M1 4DZ; telephone 061-236 984L.

Actuaries

A COUPLE of actuaries are wanted by recruiter David Wilson Bell to work for a life assurance company in Greater London. Both will need direct experience of unit-linked operations.

One will help the company's appointed actuary in his general work. The other will be concerned with marketing as well as the more conventional actuarial goings-on.

Salaries around £22,000, plus usual "London-insurance" perks.

Inquiries to Mr Wilson Bell at Chesham Executive Centre, 150 Regent Street, London W1R 5PA; tel 01-734 5351, telex 261426.

Bank Recruitment Specialists

U.K. CORPORATE LENDING OFFICER to £18,000

A prime U.S. commercial bank wishes to engage an ambitious, energetic young banker to assist in maintaining and further developing the bank's substantial penetration of the U.K. corporate market. In his or her late 20s, the successful candidate will be a graduate with current U.K. business development experience backed up by sound credit skills.

SENIOR LENDING OFFICER COMMODITY FINANCE to £18,000

A key appointment at the forthcoming London Branch of a well-known European bank. The appointee will assume a leading role in the development of the branch's loan portfolio. An extensive background is required in international lending/business development, including a sound knowledge of commodity financing.

LEASING EXECUTIVE to £25,000

An experienced New Business Executive, probably aged in his/her late 20s to early 30s, is sought by a specialist Leasing company which acts both as principal and broker. Knowledge of "big ticket" and tax leverage business is essential. Individuals whose current remuneration is less than £15,000 p.a. are unlikely to be considered suitable for this appointment.

Please contact Ken Anderson or Leslie Squires Telephone: until 23rd July: 01-248 8876 from 26th July: 01-588 9333

SENIOR CREDIT ANALYST to £15,000

A senior appointment within the credit area of an established American bank, calling for a mature international banker (27-35) with a minimum of 5 years' comprehensive credit experience. This experience should include the vetting of applications from both corporations and banks, combined with a sound knowledge of term loan agreements. Supervision of other analysts will be expected and the position could lead to overall responsibility for the Credit Department.

LOANS OFFICER to £12,000

A prominent merchant bank seeks an additional Executive to take responsibility for part of its loan portfolio, including syndications. The ideal candidate would be a graduate aged 24-30 with a banking background in data including country and corporate risk analysis, loan pricing and documentation.

SENIOR FOREIGN EXCHANGE DEALER c. £17,000

Our client is an established British bank whose substantial capital base allows for considerable further expansion of its dealing activities. We seek an ambitious Dealer who is skilled in spot/forward exchange dealing in major currencies, and has established a sound personal name in the market. This appointment offers exceptional scope.

CHANGE OF ADDRESS

Due to expansion, the consultancy is moving to spacious new premises and acquiring a new telephone number — effective 26th July 1982.

Details are as follows:—

**Anderson, Squires
Bank Recruitment Specialists
Blomfield House
85 London Wall
London EC2M 7AE**

Telephone: 01-588 9333

Anderson, Squires

ICGas

PLANNING AND BUSINESS DEVELOPMENT

Imperial Continental Gas Association is a holding company with a wide range of international interests concerned with energy. These include Calor; CompAir; oil and gas; and fuel and power in Belgium.

It is seeking a Planning Executive to join a small team reporting to the Director of Planning and Business Development at the Head Office in the City of London.

Candidates should be numerate graduates, possibly with an additional MBA, or professional qualification, and a good working ability in French. It is unlikely that anyone under 28/30 will have the business experience or special skills and qualifications to operate successfully with senior management and in a small self-motivated team. Skill in financial analysis and experience of data processing is essential.

Responsibilities will include direct involvement in the planning process, special studies and projects and participation in business development work. Salary and conditions of employment should prove attractive to candidates with the experience and qualifications required.

Please send a career history to, or obtain an application form from:

**Andrew Forrest, Group Personnel Co-ordinator,
IC Gas, 14 Moorfields Highwalk,
London, EC2Y 9BS. 01-628 3272**

**Senior Financial Analyst
Salary c. £13,000**

Our client is seeking a Graduate Accountant aged at least 28 years, who sees the accounting position as a starting point for Financial Management in a very positive sense.

The initial role will be as a senior member of a Financial Analysis team, responsible for preparing projects to Main Board level and working alongside top management in Operating Companies on the analysis and review of major project, price and capacity proposals. The position will also involve the preparation of Strategic Plans, acquisition and divestment proposals and the review (not consolidation) of subsidiary operating performances.

A minimum of 5 years in manufacturing industry, including some exposure at plant level is essential, with U.S. company experience being of particular interest.

The successful applicant will be expected to graduate to a senior line, financial or general management position, either at an Operating Company or at Group Company Head Office. The ambition and ability to take advantage of this promotion is an important requirement.

The position, which offers a generous employment package, is located in the North West, but some travel in the U.K. will be necessary.

Applicants, male or female, should write giving details of age, education, qualifications, experience and remuneration, stating the name of any organisation to whom their application may not be sent, quoting reference no. 3626 to Mrs D. Tomkins.

**St. James's
Corporate Communications Ltd.**

Phoenix House, 45 Cross Street, Manchester, M2 4RF

Commercial Director

West Yorkshire c. £14,000

Our client, a subsidiary of a public group, requires a Commercial Director, due to internal promotion, who will be responsible for the entire accounting function in addition to providing commercial advice and direction to the company. The business has an impressive growth and profit record on its sales turnover of £5M and the Commercial Director will be a key figure in its continued development.

Candidates, male or female, should be in their early 30s and qualified members of one of the leading Accountancy Institutes. It is considered likely that leading contenders will be currently Financial Directors from within manufacturing companies who are seeking an opportunity to move into General Management.

Further career growth is envisaged.

The salary package will reflect the importance of the position with a salary indicator of around £14,000 plus quality car and other normal benefits.

Please write in confidence, initially with brief details, and quoting reference 1230 to John Anderson, as Advisor to the company, at-

John Anderson & Associates
Norfolk House, Smallbrook Queensway, Birmingham B5 4LJ.

Senior Forex Dealer

A well known merchant bank which is part of a large international group requires a Senior Forex Dealer. The individual will be the second senior in a small department and must have suitable experience.

Salary and fringe benefits are in line with current banking practice.

All enquiries will be accorded strictest confidence. Please write with full personal and career details quoting reference 1794 and listing separately those companies to whom you do not wish your details to be sent. Applications will be forwarded directly to our client.

Charles Barker
RECRUITMENT ADVERTISING SERVICES

30 Farringdon Street, London EC4A 4EA. 01-236 3011

FOREIGN EXCHANGE DEALER wanted for Private Company

Must have U.S./SF-DM-JY-EP experience. Could presently be No. 2 in FOREX dealer or bank. Highly competitive remuneration with very attractive benefits, including travel to California.

Reply with cv in confidence to Box A7921, Financial Times, 10 Cannon Street, EC4A 3DF, or if you meet all qualifications Tel: 01-499 2838, Mr Asford for interview in early August.

CHIEF DEALER
A highly experienced and capable Chief Dealer is required by an influential London bank to head up the Dealing Room. Applicants should have at least ten years relevant experience, with prime market names in U.K. or U.S. An aggressive trading outlook will be sought, coupled with sound marketing experience. Salary will not be a limiting factor. REF: DE/1026C

CHIEF BOND DEALER c.£25,500
An established international bank seeks a Chief Eurobond Trader, for what is potentially a 'greenfields' operation. Principle involvement will be in the primary markets, and suitable applicants will be required to have an in-depth knowledge of this area. The bank offers considerable potential to the right candidate. REF: DE/1023C

LEASING £Neg.
The U.K. merchant banking arm of a substantial U.S. bank offers an outstanding opportunity to top class leasing specialists. Suitable candidates will need an excellent and comprehensive knowledge of all aspects of the leasing market gained with 'recognised' names. Ref: DE/2245A.

FX DEALER c.£15,000
An experienced Spot/Forward Trader is required for a prestigious London bank. Experience in an active and aggressive dealing environment will be sought, and a knowledge of trading Scandi currencies would be a distinct advantage. The appointee will be joining an organisation committed to building an excellent team and market reputation. REF: DE/2248A

All applicants will be treated in the strictest confidence.



ROBERT HALF
LEE HOUSE, LONDON WALL, EC2. 01-606 6771.
SEARCH & RECRUITMENT.

General Trader
Salary Negotiable

The Company
This well known international group of companies has extensive trading and manufacturing operations overseas, particularly in the Far East and is expanding its old established and substantial two-way trade with the People's Republic of China.

The Position
The person selected will report directly to the General Manager of the China Division based in London. His/her responsibility will be to expand the product range and customer coverage in goods traded into and out of China. The particular spheres might include chemicals, pharmaceuticals, foodstuffs, crude animal and vegetable by-products, light industrial manufactures, art and crafts etc. Overseas travel will be necessary.

The Applicant
The position calls for an ambitious and experienced Trader in his/her specialty, preferably aged between 28 and 30, who has the opportunity to become General Manager of the Division in due course. Candidates should be able to show a track record of professional achievement and experience will be given to those who already have established connections in the fields mentioned.

The Remuneration
This is a challenging career opportunity which will give job satisfaction to a person determined to succeed by his/her own efforts. Initial salary will be negotiable but not less than five figures and normal large company benefits will apply.

Please contact in the first instance, the Company Adviser, D. Hudson, Streets, Advertising Ltd., Hilton House, 161-166 Fleet Street, London EC4A 2DN. Tel: 01-353 4200. Stating clearly the names of any companies to which you do not wish your application to be forwarded.

Streets Advertising Limited
Recruitment Division Confidential Reply Service

The Career Care Group is the largest U.K. group of employment agencies for Professional and Technical Staff, with a turnover of £14m. Our specialised placement activities include Accountants, Banking Staff, Engineers, Architects, Draughtsmen and Technical and Craft personnel.

General Manager Specialist Placements c.£12,000

In addition to our planned expansion for 1982 we are interested in hearing from one or two people with experience of a particular area of specialist recruitment outside those we already service, with a view to the establishment of a new division within one of our existing offices, or in new premises, either in London or a major city elsewhere.

This is an opportunity to join an employment agency group with a consistent growth record, and which claims to achieve the right and happy balance between commercial success and social service in its placement activities.

For full details telephone 01-588 1031

Career Care GROUP LIMITED
41/42 London Wall, London EC2

INVESTMENT MANAGER c.£25,000

ALSO INVESTMENT ASSISTANT c.£10,000

Required for the management of church and charitable funds.

Knowledge of both fixed interest and equity markets essential.

Applications in strict confidence. C.V. to include career resume and any church connection to Box A7915, Financial Times, 10, Cannon Street, EC4.

Our name opens doors

but can you close sales?

Candidates for established Sales Executives average £22,000 p.a. with the possibility of more for outstanding sales performance. The comprehensive benefits package includes a car.

If you want more information, you have our card. Ring 01-438 1300 p.m. or write to the Recruitment Officer for an application form.

Investment Manager Pension Funds

to £25,000 plus benefits

Our client, a leading institution with substantial funds under management, seeks a highly able individual to fulfil an important role at a senior level.

Candidates should be aged 35 to 45 with a sound track record in fund management, ideally gained with an institution. Good communicative skills and experience of making presentations and attending trustee meetings would be distinctly advantageous.

The position entails liaison with pension fund clients and responsibility for the management of a number of predominantly UK funds, together with involvement in strategy formulation and business development. This will appeal to an individual who wishes to make a positive contribution to this successful and expanding part of the company's operations.

Please contact Stephen Embleton who will treat all enquiries in total confidence.

Stephens Associates
International Recruitment Consultants
44 Carter Lane, London EC4V 5BX. 01-236 7307

Managing Director

This is a main board appointment controlling a group of companies with a combined turnover around £150m. The activity includes the manufacture and sale to wholesalers, retailers and direct to consumers of well-known branded products. There are also substantial overseas interests.

- THE NEED is for someone with an outstanding record of profitable management of a branded products business.
- SALARY INDICATOR £45,000. Age up to 50.

Those who wish to be considered for this appointment are invited to write in confidence to P.T. Prentice as adviser to the group.

TYZACK & PARTNERS LTD
MANAGEMENT CONSULTANTS
10 HALLAM STREET • LONDON W1N 6DJ

INDUSTRIAL LEASING EXECUTIVE

c. £12,500

This top London merchant bank is currently looking for a self-motivated executive to expand and develop the leasing and industrial hire purchase activities of their lending department.

The ideal candidate will be between 28-32 and have a proven track record within a similar environment. Benefits include mortgage, STI, and 4 weeks' holiday.

For full details please call: MIKE BLUNDILL-JONES 01-438 4381
PORTMAN RECRUITMENT SERVICES

APPOINTMENTS WANTED

EX-LONRHO SENIOR EXECUTIVE

seeks challenging and rewarding general management position London or abroad

Write Box A7924
Financial Times
10 Cannon Street, EC4P 4BY

FINANCIAL DIRECTOR

Senior subsidiary of international group, 21 years ACA, 18 years ICAEW, seeks financial/commercial position in London/Scottish Counties. Experience of company reorganisations, potential internationalisation, computerisation, acquisitions and installations. Commercial areas include buying and production planning. Worked in electronics and printing industries. Salary £17,000 per annum negotiable. Write Box A7918, Financial Times, 10 Cannon Street, London EC4P 4BY.

Data Processing Sales

\$45,000 - \$125,000

Due to the rapid expansion of two of our client organisations, we have been retained to assist in screening candidates for the following positions. Both organisations are well known U.S. based companies.

<p>BRUSSELS</p> <ul style="list-style-type: none"> • SENIOR SALES REPRESENTATIVE <p>Financial modelling Corporate planning applications software New account sales</p> <ul style="list-style-type: none"> • EUROPEAN SALES DIRECTOR <p>Litigation support software Sales to Government</p>	<p>FRANKFURT</p> <ul style="list-style-type: none"> • SENIOR SALES REPRESENTATIVE <p>Financial modelling Corporate planning applications software New account sales</p> <ul style="list-style-type: none"> • TECHNICAL CONSULTANT <p>Programming skills Banking or Securities exposure</p>	<p>LONDON</p> <ul style="list-style-type: none"> • SENIOR SALES REPRESENTATIVE <p>New account sales Financial modelling or Corporate planning applications software or Securities software or Litigation support software</p>
---	---	---

Depending upon your experience, location and record of success, one of the listed positions could be the one that you have been waiting for. If you have ambitious financial and career goals, and are currently selling hardware, software or computer services to Corporations, Financial Institutions or Government, respond in confidence to: Mr Laurence Sheehan, President, Corporate Development Systems Inc., Box A7918, Financial Times, 10 Cannon Street, London, EC4P 4BY.

CDS
Corporate Development Systems, Inc.
MANAGEMENT CONSULTANTS

Product Manager Master Custodian

Our Corporate Custody Division, providing Global Custodian Services to U.S. Institutions is expanding its activities to offer accounting, valuation and performance measurement products in the U.K. and Europe.

We are looking for a mature, highly-motivated individual to market this product. The successful candidate, probably between 25 and 35, will have a thorough working knowledge of portfolio investment valuation techniques and an understanding of the world stock markets.

In addition to a competitive salary, fringe benefits include preferential mortgage and personal loan facilities, non-contributory pension scheme and bonus scheme.

Please write with a comprehensive C.V. to:
Rosemary Swift, The Chase Manhattan Bank N.A.,
Woolgate House, Coleman Street, London EC2P 2HD.

The position is open to both men and women.

CHASE

Administrator City

c.£15,000 + car

A leading firm of chartered accountants seeks a partnership administrator, who will cover all non-financial matters in their London office, with a direct staff of 35. There is considerable scope to influence the efficiency and profitability of the practice, through better use of people, machines, external services and space.

Candidates, aged, say 35-50, must have substantially relevant experience gained in a professional practice or demanding commercial operation. A good educational background (A levels, later business studies or a professional qualification) is essential.

For a fuller job description write to John Courts & Partners, 78 Wigmore St, London, W1H 9DQ, demonstrating your relevance explicitly but briefly, quoting reference FT 7105 on letter and envelope.

Both men and women may apply.

**John Courts
and Partners**

Top Executives

Our clients find better opportunities. Are you interested?

If your talents are being wasted, or your ambitions thwarted, we can help. Our highly skilled career management consultants have all been engaged in a Top Management role. They understand your problems. After evaluating your true potential through discussion and analysis, they work with you through all stages of the job search until you find that better opportunity that is just right for you. Most of these better opportunities are never advertised.

We have an acknowledged standing in the employment market and an outstanding track record of success. That's why we're confident that after a preliminary discussion you will appreciate why we are able to offer the special sort of help that you need. So why not ring us today.

MINSTER EXECUTIVE LTD. 28 Bolton Street, London W1Y 8ER. Tel: 01-438 1300/1085

INVESTMENT MANAGER South Coast

Professional firm seeks investment manager aged 25 to 35 with experience of the City and the Stock Market and capable of advising individual private clients as a member of an investment team. A rare opportunity for investment work outside London in a good working environment. Salary and other benefits negotiable.

Apply with c.v. to Box A7923, Financial Times, 10 Cannon Street, London EC4P 4BY.

Group Chief Executive

FOUNDRIES, STEEL AND ENGINEERING

The Group Chief Executive is sought for a well known, publicly quoted British company with interests in foundries, steel and specialist engineering products. The company is profitable with turnover exceeding £70 million. The location is the Midlands.

This role is demanding and will appeal to a trained engineering executive of wide and proven general management experience with strategic vision and a sound knowledge of at least one of the above sectors. The capacity to restructure operations, establish clear performance objectives and motivate a strong divisional management organisation will be key.

Age is unlikely to be under forty and could well be into the mid-fifties. More important is breadth of experience, energy and the capacity to orchestrate change allied to a well conceived market strategy.

Compensation is high in order to match the equally high calibre of Chief Executive sought for this challenging appointment.

Please write in confidence with details, or telephone:

David Norman, Norman Resources Ltd.,
3 St. James's Place, LONDON SW1A 1NP Tel: 01-499 7526

SENIOR ANALYST/CREDIT MANAGER

Salary £14,000 to £17,000 Age: 30-40.

A major bank's leasing subsidiary, seeks to fill a key position within the organisation. Applicants must have at least 5 years credit experience, covering: risk analysis, credit proposals, documentation, credit control, structuring, etc. Preference would be given to candidates with a U.S. bank background.

Please contact Brian Gooch

BANK OFFICERS

An opportunity has arisen with a major financial institution, for bankers with 4/5 years experience to join its International Systems and Operations Division. Applicants should possess full AIB or be working towards completion and have an aptitude for documenting procedures, writing manuals and revising/introducing forms. Salary will be negotiable in the low five figure range.

Please contact Paul Trumble

BANK ACCOUNTS

Salary £7,500 Age: 20's.

Interesting and challenging opportunity has been created with a developing international bank, in their accounts department. Candidates for this position will have previous bank accounting experience, including some experience of Bank of England and Head Office returns.

Please contact David Little

Jonathan Wren
170 Bishopsgate - London EC2M 4LX • 01 623 1268

Finance Manager

South East Wales • to £15,000 + car

Our client is a growing and successful textile processing company with a turnover approaching £20m per annum...

achievement in a demanding environment, considerable experience of management accounting, and a good appreciation of finance and company law.

Write or telephone for an application form or send brief CV to: A.E.N. Buckley at the address below quoting ref: AA52/8030/F7...

PA Personnel Services

6 Highfield Road, Edgbaston, Birmingham B15 3DJ Tel: 021-454 5791 Telex: 337239



A member of PA International

European Financial Manager

Central London

This major international company is seeking an able, creative accountant to head the financial function of its European Region with operations throughout Europe...

professional qualification, must have several years' experience in industry or commerce in a management role with international dimensions.

Write for an application form or send brief CV to the address below, quoting ref: AA51/8032/FT on both letter and envelope...

PA Personnel Services

Hyde Park House, 60a Knightsbridge, London SW1X 7LE. Tel: 01-233 6060 Telex: 27874



A member of PA International

CJA RECRUITMENT CONSULTANTS

35 New Broad Street, London EC2M 1NH Tel: 01-588 3588 or 01-588 3576 Telex No. 887374

Key appointment with prospects to advance to a senior line or board position in U.K. or overseas within 24 months

CHIEF FINANCIAL OFFICER—U.K.

WILTSHIRE

£24,000 — £32,000

RAPIDLY GROWING SUBSIDIARY OF U.S. MULTINATIONAL HIGH TECHNOLOGY GROUP T/O ISOM

We invite applications from Accountants (CA, ACA, ACCA), ideally graduated aged 30-40, who must have at least six years' successful and demanding post-qualification experience...

CAMPBELL-JOHNSTON RECRUITMENT ADVERTISING LIMITED, 35 NEW BROAD STREET, LONDON, EC2M 1NH

* Please only write to us if you are applying for the above position.

QUALIFIED ACCOUNTANT

BROMLEY, KENT

Private company is looking for a recently qualified accountant to take charge of the accounts department of a newly acquired subsidiary...

Write Box A7928 Financial Times 10 Cannon Street, EC4P 4BY

STRATEGIC PLANNING

We are a large multinational Corporation with substantial commitments in several major areas and with a long history of strategic planning...

Box A 7922, Financial Times, 10, Cannon Street, London EC4P 4BY

Property Finance Executive

UDT is one of Britain's major finance houses and a member of the TSB Group. Our Property Finance Division, which services £multi-million loan portfolios...

advantage to have experience of the UK property market and/or property development investment.

Salary will be negotiated according to experience and qualifications, and benefits include a company car, non-contributory pension and life assurance...

Candidates, ideally in their late 20s to mid 30s, must be able to negotiate at a senior level and be skilled in financial analysis and report writing.

Please write or telephone for an application form to: Glenn Connell, Personnel Officer, United Domestics Trust Limited, 51 Eastcheap, London EC3P 3BL. Tel: 01-623 3020.



David Grove Associates Bank Personnel Recruitment

60 Cleopatra, London EC2V 6AX Telephone: 01-248 1858.

SYNDICATIONS OFFICER £ Neg.

International merchant bank seeks an addition to its syndicated loans division.

Candidates will be graduates, or qualified accountants or lawyers, who have gained 2-3 years' banking experience...

Other current vacancies include:

SNR. MARKETING OFFICER—EUROPE £20,000+

LANGUAGES REQUIRED.

SUPERVISOR, CREDIT & LOANS ADMIN. c.£13,000

INTERNAL AUDIT. £10,000

GRADUATE CREDIT ANALYST. £9,000

About 1 year's experience—excellent potential.

ACCOUNTS—PART-QUALIFIED. c. £8,000

With Bank audit or accounts experience. Particularly good potential.

In respect of the above appointments please contact David Grove on 01-248 1858.

SENIOR MANAGER

A Brazilian Bank in London wishes to recruit an internationally oriented banker in the age bracket 30-40. Although the successful candidate will be based in London it is anticipated that there might be a relocation abroad.

Reply to Box A.7913, Financial Times 10 Cannon Street, London EC4P 4BY

THE ASTLEY & PEARCE GROUP

are looking for experienced Eurocurrency Deposit Brokers to take on senior responsibilities within their offices in London or overseas.

Salary and benefit package entirely flexible in line with the experience and proven ability of the successful applicants.

Please send full C.V. in confidence to:

Mr. W. E. Matthews ASTLEY & PEARCE LTD. 80, Cannon Street London EC4N 6LJ

or telephone Personnel on 01-626 2486 for an application form.

UNIVERSITY OF THE WITWATERSRAND, JOHANNESBURG

DEPARTMENT OF BUSINESS ECONOMICS EP BRADLOW CHAIR OF BUSINESS ECONOMICS

This challenging opportunity — The EP Bradlow Chair of Business Economics, which also involves the Headship of the Department, offers outstanding scope for personal achievement with one of South Africa's leading Universities.

The salary is in the range of R23 109 — R30 255 per annum, plus a salary subvention of R7 500. Private consulting work, subject to University regulations, is permitted.

Closing date for applications, 30th September 1982.

COMPANY NOTICES

U.S.\$175,000,000 UNITED MEXICAN STATES

18 1/2% RETRACTABLE BONDS DUE 1997 Arrangements have been completed for the issue by the United Mexican States of the remaining U.S.\$325,000,000 aggregate principal amount of its U.S.\$175,000,000 Retractable Bonds Due 1997 in a single subsequent tranche.

MURRAY FUND S.A.

DIVIDEND ANNOUNCEMENT The shareholders of Murray Fund S.A. are advised that the Annual General Meeting of July 16, 1982 has approved the payment of the first dividend of U.S.\$0.25 per share.

BRITISH STEEL CORPORATION

8 3/4% GUARANTEED BONDS 1989 Holders of the above Bonds are advised that copies of the Annual Report and Accounts of British Steel Corporation for the financial year ended 31st April 1982 are available at the offices of Messrs. Blyth & Co. Ltd., Cannon-Down Road, London EC2P 2DL.

PUBLIC NOTICES

WAYSIDE REGIONAL COUNCIL - £2,000,000 BOND Issue of £2,000,000 of 12 1/2% due 21st October 1985. Applications close 21st July 1982. Total bids outstanding £14,500,000.

ST HELEN'S BOROUGH COUNCIL

£3,500,000 BOND Issue of £3,500,000 of 12 1/2% due 21st October 1985. Applications close 21st July 1982. Total bids outstanding £4,250,000.

METROPOLITAN BOROUGH OF SHELTON

£2,000,000 BOND Issue of £2,000,000 of 12 1/2% due 21st October 1985. Applications close 21st July 1982. Total bids outstanding £2,250,000.

ART GALLERIES

WHITECHAPEL ART GALLERY, 37, 37A, 37B, 37C, 37D, 37E, 37F, 37G, 37H, 37I, 37J, 37K, 37L, 37M, 37N, 37O, 37P, 37Q, 37R, 37S, 37T, 37U, 37V, 37W, 37X, 37Y, 37Z.

PERSONAL

REARVIEW MIRROR, New car, silver, 1000 cc, 1200 cc, 1600 cc, 2000 cc, 2400 cc, 2800 cc, 3000 cc, 3500 cc, 4000 cc, 4500 cc, 5000 cc, 5500 cc, 6000 cc, 6500 cc, 7000 cc, 7500 cc, 8000 cc, 8500 cc, 9000 cc, 9500 cc, 10000 cc.

ENERGY INTERNATIONAL N.V.

(Incorporated with limited liability in the Netherlands Antilles) Shareholders in the Fund are advised that payment of a dividend of US\$0.35 per share for the year ended 31st March, 1982 has been approved by the Annual General Meeting held on 19th July, 1982.

HOPE STEEL FUND S.A.

DIVIDEND ANNOUNCEMENT The shareholders of Hope Steel Fund S.A. are advised that the Annual General Meeting of July 16, 1982 has approved the payment of the first dividend of U.S.\$0.25 per share.

BANQUE NATIONALE DE PARIS

FLLOATING RATE NOTE ISSUE OF US\$70 MILLION JANUARY 1977/82 The rate of interest applicable for the six months period beginning on July 21st, 1982 is 14 1/8% annually.

BANQUE NATIONALE DE PARIS

US\$12,500,000 FLLOATING RATE NOTES DUE 1988 (SERIES B) In accordance with the provisions of the Notice, notice is hereby given that the 1982 to 1983 coupon will be paid on 21st January 1982 on the basis of 100% of the nominal amount of the securities.

CLASSIFIED ADVERTISEMENT RATES

Table with columns for Commercial & Industrial, Residential Property, Appointments, Business, Investment, Opportunities, Services for/Sale, Wanted, Personal, Motor Cars, Hobbies & Travel, Conferences & Seminars, Book Publications. Includes rates per column cm and per centum cm.

10, Cannon Street, EC4P 4BY

FINANCIAL ADVERTISING

MEED, the publishers of ARAB BANKING & FINANCE magazine, are looking for a professional salesperson experienced in selling corporate banking and investment advertising to join a highly-motivated, London-based sales team.

The successful applicant will take responsibility for international advertising sales of ARAB BANKING & FINANCE which will be published monthly in 1983.

Starting date no later than 11 October 1982. Interviews in London mid-August.

Apply with full CV to: Gordon Penny, MEED House, 21, John Street, London WC1N 2BP.

PERSONNEL CONSULTANT

Based in WINDSOR or PICCADILLY. If you are qualified and successful in management selection and seek a wider, more rewarding role, please contact Peter Barnett, Barnett Keel Personnel Consultancy Services Limited, Head Office, Providence House, River Street, Windsor, Berks. Tel: 68860.

BARNETT KEEL

CHIEF DEALER

A prestigious international bank which has built up an active presence in the Foreign Exchange market requires a senior dealer with the drive and expertise to maintain and develop the profitability of the operation.

BUSINESS DEVELOPMENT A leading European bank are seeking to appoint a senior leading officer with proven experience in marketing financial facilities and developing new businesses to UK based companies and subsidiaries also to suppliers and brokers in the commodity market.

MONEY MARKET / FUND INVESTMENT This position in an overseas bank in the process of opening in London requires a senior banker or broker who is already established in managing funds for large corporate and personal accounts.

CORPORATE FINANCE A leading UK bank who are expanding their worldwide activities in the North America and UK Capital markets require a banker with 3-4 years' experience in Corporate Finance with some exposure to the fixed markets to join a team in presenting and marketing the Bank's services.

INVESTMENT ANALYST A large and profitable life assurance corporation is urgently seeking an experienced analyst to join the Investment Division in their City headquarters. Excellent prospects and benefits are offered.

Speak to Sheila Jones

OLD BROAD STREET BUREAU LIMITED STAFF CONSULTANTS 01-588 3991

Phillips & Drew Traded Options

We have a vacancy in our traded options section for a bright young graduate with one or two years' experience in a stockbroking environment. Applicants should have a mathematical bias and be self starters. Full training in this market, which we consider to have good long-term potential, will be given. Salary and working conditions will be competitive and will include a bonus and variety of fringe benefits. Please apply to: Caroline Barrett, Phillips & Drew, Lee House, London Wall, London EC2Y 5AP

Head Office: The Financial Times Limited, One Cannon Street, London EC4P 4DF. Tel: 01-588 3300. Telex: 566831.
Regional Offices: Amsterdam: Tel: 20 61 62.
Brussels: Tel: 535 21 21.
Frankfurt: Tel: 64 64 64.
Geneva: Tel: 88 88 88.
Hong Kong: Tel: 271 271.
London: Tel: 588 3300.
Lyons: Tel: 78 78 78.
Madrid: Tel: 91 91 91.
Manila: Tel: 51 51 51.
New York: Tel: 41 41 41.
Paris: Tel: 41 41 41.
Singapore: Tel: 371 371.
Tel Aviv: Tel: 64 64 64.
Tokyo: Tel: 31 31 31.
Zurich: Tel: 26 26 26.

Companies and Markets

LONDON STOCK EXCHANGE

Gilts react after news of £600m Government funding
Glaxo and Turner and Newall weak among equities

Account Dealing Dates
Option
*First Declared Last Account
Dealings Dealings Day
July 5 July 15 July 16 July 26
July 19 July 20 July 20 Aug 2
Aug 2 Aug 12 Aug 12 Aug 23

at 4.15 pm after the usual recess, the tone was distinctly easier. Profit-taking and loose selling lowered most longer-dated stocks by 1/2 to 3/4 pm levels, but the shorts retained small gains. Reaching the late evening, the FT Government Securities Index, which had risen strongly over the four previous sessions, closed 0.15 off at 72.21.

The 30 per cent drop in second-quarter profits reported by its U.S. subsidiary, Crocker National, depressed Midland which fell 2 1/2 to 530p. NatWest closed 5 starts at 450p but Lloyd's, which starts the latter dividend session tomorrow, improved 4 more to 392p. A good sector of late on lower interest rate hopes, Discount Houses were given a further fillip by Union's encouraging interim statement. Union closed 25 to the good at 480p, while Cater Alliance put on 15 to 345p and Gerrard and National 10 to 280p.

J and H Jackson, which improved 3 to 53p, Lake and Elliot edged up 2 to 33p. G.M. Firth, a good market recently on the preliminary figures, met profit-taking and reacted 5 to 155p, while Bootham Engineers eased 3 to 145p on the bigger annual trading loss.

Food Retailers continued to make steady progress. Associated Dairies firmed 4 at 120p, while Lloyds added a penny to record a three-day gain of 7 to 78p pending details of boardroom changes. William Morrison hardened a couple of pence more to 140p, while the interim preliminary results expected early next month, advanced 8 to 166p. Manufacturers were irregular. George Bassett remained in demand and touched 89p before settling for a net gain of 2 at 80p. Northern Armes 4 to 155p, but Arava reacted to profit-taking and, at 336p, gave up 7 of the previous day's rise of 18. Awaiting further developments in the bid space, British Sugar, 461p, and S. and W. Berisford, 136p, eased 5 and 4 respectively.

Securities firmed 5 more to 252p and Slough Estates hardened 2 to 99p. M&P touched 185p in the early trade, but met profit-taking and ended a net 2 off at 183p. British Land hardened, a penny to 81p, after 33p, and the 12 per cent Convertible 2002 advanced 11 points to 273p in response to the annual results.

Oil prices reacted sharply to news that OPEC would raise oil prices by 10 per cent from August 1st. The price of oil rose from \$27.50 to \$30.25 per barrel. This led to a rise in oil-related stocks such as Anglo-Continental, which rose 10p to 140p, and Shell, which rose 5p to 180p.

Financials attracted widespread support following the continued upsurge in Golds. Anglo American Corporation jumped 45 to 800p, Middle Wits 60 to 450p and "Amgold" 22 1/2 to 233p.

FINANCIAL TIMES STOCK INDICES
Table with columns for Government Secs, Fixed Interest, Industrial Ord, Gold Mines, Ord. Div. Yield, Earnings, P/E Ratio, Total Return, and Equity Turnover. Includes dates from July 21 to July 19 and a year ago comparison.

HIGHS AND LOWS
Table with columns for High, Low, and S.E. ACTIVITY. Lists various stock indices and their performance.

Midland fall
Fresh support developed for Zantac. Settlement of a lawsuit and the price rose 7 points to equal the 1982 high of £372.

ICI drifted off a couple of pence to 80p, but Allied Colloids continued to respond to the preliminary figures and rose 9 more to 255p; prices given in yesterday's issue for both companies were incorrect.

Oil prices reacted sharply to news that OPEC would raise oil prices by 10 per cent from August 1st. The price of oil rose from \$27.50 to \$30.25 per barrel. This led to a rise in oil-related stocks such as Anglo-Continental, which rose 10p to 140p, and Shell, which rose 5p to 180p.

Financials attracted widespread support following the continued upsurge in Golds. Anglo American Corporation jumped 45 to 800p, Middle Wits 60 to 450p and "Amgold" 22 1/2 to 233p.

FIXED INTEREST STOCKS
Table with columns for Issue Price, Amount, Maturity, High, Low, and Stock. Lists various fixed interest securities.

"RIGHTS" OFFERS
Table with columns for Issue Price, Amount, Maturity, High, Low, and Stock. Lists various rights offers.

FT-ACTUARIES SHARE INDICES
These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

Table with columns for EQUITY GROUPS & SUB-SECTIONS, Wed July 21 1982, and Year Ago. Lists various equity groups and their performance.

FIXED INTEREST
Table with columns for PERCENT INDICES, Wed July 21, and Year Ago. Lists various fixed interest indices.

NEW HIGHS AND LOWS FOR 1982
NEW HIGHS (79)

Table listing various stocks and their new highs and lows for 1982. Includes categories like BRITISH FUNDS, INTERNATIONAL BANKS, and various industrial and financial stocks.

RISES AND FALLS YESTERDAY
Table with columns for Rises and Falls Same, and Rises and Falls. Lists various stocks and their daily price movements.

ACTIVE STOCKS
Above average activity was noted in the following stocks yesterday

Table listing active stocks and their performance. Includes columns for Stock Name, Closing Price, Day's Change, and Day's Price Change.

"A GUIDE TO FINANCIAL TIMES STATISTICS"
Is the simple all-in-one-volume answer
Know what 'new time' dealings are? Divergence limits, straddles, spot rates? Do you really know your way around the statistics pages of the Financial Times? Understand the vital information locked up in those last-page figures?

Late fall by dollar

The dollar fell in late trading yesterday, possibly undermined to some extent by comments made by Mr. M. Baldrige, U.S. Commerce Secretary, that the U.S. economy was unlikely to recover in line with previous estimates unless interest rates eased.

Sterling rose against the dollar but showed a mixed tendency against European currencies. It was slightly firmer overall, however.

STERLING—Trade weighted index 91.2 against 91.0 a month, 91.2 at the opening and 91.1 on Tuesday (91.4 six months ago).

D-MARK — EMS member (weakest). Trade weighted index 125.1 against 124.8 on Tuesday and 122.9 six months ago.

Swiss franc rose against the dollar but showed a mixed tendency against European currencies. It was slightly firmer overall, however.

DUTCH GUILDER — EMS member (second weakest). Trade weighted index 116.2 against 115.7 on Tuesday and 114.5 six months ago.

THE POUND SPOT AND FORWARD

Table with columns: July 21, Spread, Close, One month, % Three months, % Six months. Rows include UK, Ireland, Canada, Netherlands, Belgium, Denmark, Portugal, Spain, Italy, Norway, France, Sweden, Japan, Austria, Switzerland.

THE DOLLAR SPOT AND FORWARD

Table with columns: July 21, Spread, Close, One month, % Three months, % Six months. Rows include UK, Ireland, Canada, Netherlands, Belgium, Denmark, Portugal, Spain, Italy, Norway, France, Sweden, Japan, Austria, Switzerland.

CURRENCY MOVEMENTS

Table with columns: July 21, Bank of England, Morgan Guaranty, Special Drawing Rights, European Currency Units. Rows include Sterling, Canadian dollar, Australian dollar, etc.

OTHER CURRENCIES

Table with columns: July 21, £, \$, Note Rates. Rows include Argentina, Brazil, Finland, Greece, Hong Kong, India, etc.

EMS EUROPEAN CURRENCY UNIT RATES

Table with columns: Currency, % change against ECU, % change adjusted for divergence, Divergence limit. Rows include Belgian franc, Danish krone, German DM, etc.

EXCHANGE CROSS RATES

Table with columns: July 21, Pounds Sterling, U.S. Dollar, Deutschmark, Japanese Yen, etc. Rows include Deutschemark, Japanese Yen, French Franc, etc.

FT LONDON INTERBANK FIXING (11.00 a.m. JULY 21)

Table with columns: 3 months U.S. dollars, 6 months U.S. dollars. Rows include bid 13 1/4, offer 13 5/8, etc.

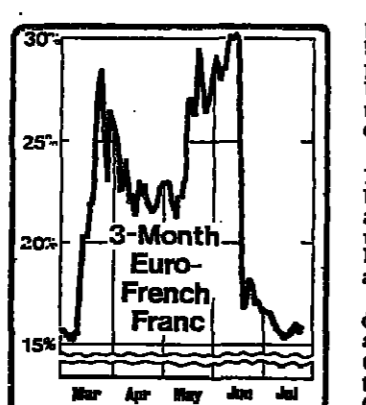
EURO-CURRENCY INTEREST RATES (Market closing rates)

Table with columns: July 21, Sterling, U.S. Dollar, Canadian Dollar, Dutch Guilder, Swiss Franc, etc. Rows include Short term, 7 days notice, Month, etc.

MONEY MARKETS

London rates ease

UK clearing bank base lending rate 12 per cent (since July 14). Interest rates continued to fall in the London money market yesterday, despite a further substantial shortage of day-to-day credit.



MONEY RATES

Table with columns: NEW YORK, GERMANY, FRANCE, JAPAN. Rows include Prime rate, Fed funds, Treasury bills, etc.

LONDON MONEY RATES

Table with columns: Sterling Certificate of deposit, Interbank, Local Authority deposits, etc. Rows include Overnight, 7 days notice, etc.

EUROCURRENCIES

\$ rates fall

Eurodollar interest rates continued to decline yesterday, and other Eurocurrency rates weakened as rates eased in the U.S. money market.

Lower U.S. interest rates followed the decline in the Eurodollar market, and rose steadily to a peak of 13 1/2 per cent.

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED TRUSTS. Large table listing various trust companies and their services, including Abbey Unit Trst Mgrs, Abbey Unit Trst Mgrs, Abbey Unit Trst Mgrs, etc.

INSURANCES

Table listing various insurance companies and their products, including Abbey Life Assurance Co. Ltd., Albany Life Assurance Co. Ltd., and others.

INSURANCE & OVERSEAS MANAGED FUNDS

Table listing insurance and managed funds, including Life Assn. Co. of Pennsylvania, Norwich Union Insurance Group, and others.

Table listing insurance and managed funds, including Standard Life Assurance Company, British Management Ltd., and others.

Table listing insurance and managed funds, including Granite Management Limited, Overseas Pacific Fund Mgmt. Ltd., and others.

OFFSHORE AND OVERSEAS

Table listing offshore and overseas managed funds, including Abbey Fund Management Limited, British Management Ltd., and others.

NOTES
Prices are in pence unless otherwise indicated and are expressed in US dollars with no prefix other than \$.

Espley-Tyas
FOR PROPERTY & CONSTRUCTION
We cover the country
London - Leeds - Birmingham
021-454 9881

FT SHARE INFORMATION SERVICE

FOOD, GROCERIES—Cont.

LOANS—Continued

High	Low	Stock	Price	%	Div.	Yield	Vol.
101	99 1/2	FFI 14/82-83	101	+1/2	13.86	13.17	
100	99 1/4	FFI 15/82-83	100	+1/4	13.90	13.05	
99 1/2	99 1/8	FFI 16/82-83	99 1/2	+1/8	13.94	13.00	
99 1/4	99 1/4	FFI 17/82-83	99 1/4	+1/4	13.98	13.04	
99 1/2	99 1/2	FFI 18/82-83	99 1/2	+1/2	14.02	13.08	
99 3/4	99 3/4	FFI 19/82-83	99 3/4	+3/4	14.06	13.12	
99 1/2	99 1/2	FFI 20/82-83	99 1/2	+1/2	14.10	13.16	
99 3/4	99 3/4	FFI 21/82-83	99 3/4	+3/4	14.14	13.20	
99 1/2	99 1/2	FFI 22/82-83	99 1/2	+1/2	14.18	13.24	
99 3/4	99 3/4	FFI 23/82-83	99 3/4	+3/4	14.22	13.28	
99 1/2	99 1/2	FFI 24/82-83	99 1/2	+1/2	14.26	13.32	
99 3/4	99 3/4	FFI 25/82-83	99 3/4	+3/4	14.30	13.36	
99 1/2	99 1/2	FFI 26/82-83	99 1/2	+1/2	14.34	13.40	
99 3/4	99 3/4	FFI 27/82-83	99 3/4	+3/4	14.38	13.44	
99 1/2	99 1/2	FFI 28/82-83	99 1/2	+1/2	14.42	13.48	
99 3/4	99 3/4	FFI 29/82-83	99 3/4	+3/4	14.46	13.52	
99 1/2	99 1/2	FFI 30/82-83	99 1/2	+1/2	14.50	13.56	
99 3/4	99 3/4	FFI 31/82-83	99 3/4	+3/4	14.54	13.60	
99 1/2	99 1/2	FFI 32/82-83	99 1/2	+1/2	14.58	13.64	
99 3/4	99 3/4	FFI 33/82-83	99 3/4	+3/4	14.62	13.68	
99 1/2	99 1/2	FFI 34/82-83	99 1/2	+1/2	14.66	13.72	
99 3/4	99 3/4	FFI 35/82-83	99 3/4	+3/4	14.70	13.76	
99 1/2	99 1/2	FFI 36/82-83	99 1/2	+1/2	14.74	13.80	
99 3/4	99 3/4	FFI 37/82-83	99 3/4	+3/4	14.78	13.84	
99 1/2	99 1/2	FFI 38/82-83	99 1/2	+1/2	14.82	13.88	
99 3/4	99 3/4	FFI 39/82-83	99 3/4	+3/4	14.86	13.92	
99 1/2	99 1/2	FFI 40/82-83	99 1/2	+1/2	14.90	13.96	
99 3/4	99 3/4	FFI 41/82-83	99 3/4	+3/4	14.94	14.00	
99 1/2	99 1/2	FFI 42/82-83	99 1/2	+1/2	14.98	14.04	
99 3/4	99 3/4	FFI 43/82-83	99 3/4	+3/4	15.02	14.08	
99 1/2	99 1/2	FFI 44/82-83	99 1/2	+1/2	15.06	14.12	
99 3/4	99 3/4	FFI 45/82-83	99 3/4	+3/4	15.10	14.16	
99 1/2	99 1/2	FFI 46/82-83	99 1/2	+1/2	15.14	14.20	
99 3/4	99 3/4	FFI 47/82-83	99 3/4	+3/4	15.18	14.24	
99 1/2	99 1/2	FFI 48/82-83	99 1/2	+1/2	15.22	14.28	
99 3/4	99 3/4	FFI 49/82-83	99 3/4	+3/4	15.26	14.32	
99 1/2	99 1/2	FFI 50/82-83	99 1/2	+1/2	15.30	14.36	
99 3/4	99 3/4	FFI 51/82-83	99 3/4	+3/4	15.34	14.40	
99 1/2	99 1/2	FFI 52/82-83	99 1/2	+1/2	15.38	14.44	
99 3/4	99 3/4	FFI 53/82-83	99 3/4	+3/4	15.42	14.48	
99 1/2	99 1/2	FFI 54/82-83	99 1/2	+1/2	15.46	14.52	
99 3/4	99 3/4	FFI 55/82-83	99 3/4	+3/4	15.50	14.56	
99 1/2	99 1/2	FFI 56/82-83	99 1/2	+1/2	15.54	14.60	
99 3/4	99 3/4	FFI 57/82-83	99 3/4	+3/4	15.58	14.64	
99 1/2	99 1/2	FFI 58/82-83	99 1/2	+1/2	15.62	14.68	
99 3/4	99 3/4	FFI 59/82-83	99 3/4	+3/4	15.66	14.72	
99 1/2	99 1/2	FFI 60/82-83	99 1/2	+1/2	15.70	14.76	
99 3/4	99 3/4	FFI 61/82-83	99 3/4	+3/4	15.74	14.80	
99 1/2	99 1/2	FFI 62/82-83	99 1/2	+1/2	15.78	14.84	
99 3/4	99 3/4	FFI 63/82-83	99 3/4	+3/4	15.82	14.88	
99 1/2	99 1/2	FFI 64/82-83	99 1/2	+1/2	15.86	14.92	
99 3/4	99 3/4	FFI 65/82-83	99 3/4	+3/4	15.90	14.96	
99 1/2	99 1/2	FFI 66/82-83	99 1/2	+1/2	15.94	15.00	
99 3/4	99 3/4	FFI 67/82-83	99 3/4	+3/4	15.98	15.04	
99 1/2	99 1/2	FFI 68/82-83	99 1/2	+1/2	16.02	15.08	
99 3/4	99 3/4	FFI 69/82-83	99 3/4	+3/4	16.06	15.12	
99 1/2	99 1/2	FFI 70/82-83	99 1/2	+1/2	16.10	15.16	
99 3/4	99 3/4	FFI 71/82-83	99 3/4	+3/4	16.14	15.20	
99 1/2	99 1/2	FFI 72/82-83	99 1/2	+1/2	16.18	15.24	
99 3/4	99 3/4	FFI 73/82-83	99 3/4	+3/4	16.22	15.28	
99 1/2	99 1/2	FFI 74/82-83	99 1/2	+1/2	16.26	15.32	
99 3/4	99 3/4	FFI 75/82-83	99 3/4	+3/4	16.30	15.36	
99 1/2	99 1/2	FFI 76/82-83	99 1/2	+1/2	16.34	15.40	
99 3/4	99 3/4	FFI 77/82-83	99 3/4	+3/4	16.38	15.44	
99 1/2	99 1/2	FFI 78/82-83	99 1/2	+1/2	16.42	15.48	
99 3/4	99 3/4	FFI 79/82-83	99 3/4	+3/4	16.46	15.52	
99 1/2	99 1/2	FFI 80/82-83	99 1/2	+1/2	16.50	15.56	
99 3/4	99 3/4	FFI 81/82-83	99 3/4	+3/4	16.54	15.60	
99 1/2	99 1/2	FFI 82/82-83	99 1/2	+1/2	16.58	15.64	
99 3/4	99 3/4	FFI 83/82-83	99 3/4	+3/4	16.62	15.68	
99 1/2	99 1/2	FFI 84/82-83	99 1/2	+1/2	16.66	15.72	
99 3/4	99 3/4	FFI 85/82-83	99 3/4	+3/4	16.70	15.76	
99 1/2	99 1/2	FFI 86/82-83	99 1/2	+1/2	16.74	15.80	
99 3/4	99 3/4	FFI 87/82-83	99 3/4	+3/4	16.78	15.84	
99 1/2	99 1/2	FFI 88/82-83	99 1/2	+1/2	16.82	15.88	
99 3/4	99 3/4	FFI 89/82-83	99 3/4	+3/4	16.86	15.92	
99 1/2	99 1/2	FFI 90/82-83	99 1/2	+1/2	16.90	15.96	
99 3/4	99 3/4	FFI 91/82-83	99 3/4	+3/4	16.94	16.00	
99 1/2	99 1/2	FFI 92/82-83	99 1/2	+1/2	16.98	16.04	
99 3/4	99 3/4	FFI 93/82-83	99 3/4	+3/4	17.02	16.08	
99 1/2	99 1/2	FFI 94/82-83	99 1/2	+1/2	17.06	16.12	
99 3/4	99 3/4	FFI 95/82-83	99 3/4	+3/4	17.10	16.16	
99 1/2	99 1/2	FFI 96/82-83	99 1/2	+1/2	17.14	16.20	
99 3/4	99 3/4	FFI 97/82-83	99 3/4	+3/4	17.18	16.24	
99 1/2	99 1/2	FFI 98/82-83	99 1/2	+1/2	17.22	16.28	
99 3/4	99 3/4	FFI 99/82-83	99 3/4	+3/4	17.26	16.32	
99 1/2	99 1/2	FFI 100/82-83	99 1/2	+1/2	17.30	16.36	

BANKS & H.P.—Cont.

High	Low	Stock	Price	%	Div.	Yield	Vol.
240	230	Brown Shipley 10	230	+10	7.0		
235	225	Cazen Allen 10	225	+10	7.5		
230	220	Charnock 10	220	+10	8.0		
235	225	Clive 10	225	+10	8.5		
230	220	Concorde 10	220	+10	9.0		
235	225	De la Rue 10	225	+10	9.5		
230	220	Dunlop 10	220	+10	10.0		
235	225	First Nat. 10	225	+10	10.5		
230	220	General 10	220	+10	11.0		
235	225	London 10	225	+10	11.5		
230	220	Midland 10	220	+10	12.0		
235	225	Nat. Westminster 10	225	+10	12.5		
230	220	Paragon 10	220	+10	13.0		
235	225	Royal Bank 10	225	+10	13.5		
230	220	Scott's 10	220	+10	14.0		
235	225	Standard 10	225	+10	14.5		
230	220	Union 10	220	+10	15.0		
235	225	Wells Fargo 10	225	+10	15.5		
230	220	Yorkshire 10	220	+10	16.0		
235	225	Yorkshire 10	225	+10	16.5		
230	220	Yorkshire 10	220	+10	17.0		
235	225	Yorkshire 10	225	+10	17.5		
230	220	Yorkshire 10	220	+10	18.0		
235	225	Yorkshire 10	225	+10	18.5		
230	220	Yorkshire 10	220	+10	19.0		
235	225	Yorkshire 10	225	+10	19.5		
230	220	Yorkshire 10	220	+10	20.0		
235	225	Yorkshire 10	225	+10	20.5		
230	220	Yorkshire 10	220	+10	21.0		
235	225	Yorkshire 10	225	+10	21.5		
230	220	Yorkshire 10	220	+10	22.0		
235	225	Yorkshire 10	225	+10	22.5		
230	220	Yorkshire 10	220	+10	23.0		
235	225	Yorkshire 10	225	+10	23.5		
230	220	Yorkshire 10	220	+10	24.0		
235	225	Yorkshire 10	225	+10	24.5		
230	220	Yorkshire 10	220	+10	25.0		
235	225	Yorkshire 10	225	+10	25.5		
230	220	Yorkshire 10	220	+10	26.0		
235	225	Yorkshire 10	225	+10	26.5		
230	220	Yorkshire 10	220	+10	27.0		
235	225	Yorkshire 10	225	+10	27.5		
230	220	Yorkshire 10	220	+10	28.0		
235	225	Yorkshire 10	225	+10	28.5		
230	220	Yorkshire 10	220	+10	29.0		
235	225	Yorkshire 10	225	+10	29.5		
230	220	Yorkshire 10	220	+10	30.0		
235	225	Yorkshire 10	225	+10	30.5		
230	220	Yorkshire					

